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# 1982 Census of Wholesale Trade

WC82-I-2

INDUSTRY SERIES

## Measures of Value Produced, Capital Expenditures, Depreciable Assets, and Operating Expenses



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The publications
from the 1982 Economic and
Agriculture Censuses are dedicated
to the memory of Shirley Kallek,
Associate Director for Economic Fields.
During her career at the Bureau of the
Census (1955 to 1983), she continually
directed efforts to improve
the timeliness and accuracy of
economic statistics.

# 1982 Census of Wholesale Trade

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# Measures of Value Produced, Capital Expenditures, Depreciable Assets, and Operating Expenses

Issued October 1985

**U.S. Department of Commerce**
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**Clarence J. Brown,** Deputy Secretary
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**ACKNOWLEDGEMENTS**—Many persons participated in the various activities of the 1982 Capital Expenditures Survey. Primary direction of the program was performed by **Shirley Kallek,** Associate Director for Economic Fields (until May 1983), **Charles A. Waite,** her successor, **Michael G. Farrell,** Assistant Director for Economic and Agriculture Censuses (until August 1984), and **John H. Berry,** his successor.

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# INTRODUCTION

## ECONOMIC CENSUSES OVER TIME

The early beginnings of America's industrial output were first measured in the United States in the 1810 Decennial Census and again in 1820, when questions on manufacturing were included with those for population. Beginning with the 1840 Decennial Census, there were enumerations of manufactures and mineral industries at 10-year intervals up to and including the year 1900 for manufactures and 1940 for mineral industries. The latter census was again taken for 1954, 1958, 1963, and 1967.

Because of the increasing dominance of manufacturing in the early 20th century, Congress directed that quinquennial censuses of manufactures be taken beginning in 1905. However, from 1919 through 1939, these censuses were conducted every 2 years. The need for war-related current surveys in the early 1940's postponed the next census of manufactures until 1948 (for 1947). That census was again taken for 1954, 1958, 1963, and 1967.

Retail and wholesale trade data were first collected in 1930, and in 1933 information on selected service industries was added to the data-collection operation. These business censuses, as they were called, were again taken for 1935, 1939 (as part of the 1940 decennial program), 1948, 1954, 1958, 1963, and 1967.

Information on construction industries was first obtained in 1930 and again for 1935 and 1939. Data for the full spectrum of construction industries were not gathered again until 1968 (for 1967).

The need for transportation data to supplement information available from existing governmental or private sources was recognized by Congress in the late 1950's and early 1960's. The census of transportation (consisting of several surveys) was first taken for 1963 and again for 1967.

Since 1967, all of the above censuses have been taken quinquennially as part of the Census Bureau's economic census program. (For the 1977 censuses, the coverage of the service industries was broadened from "selected services" to all services, except religious organizations and private households. A total of 41 additional four-digit standard industrial classifications[1] (SIC's) in 7 SIC major groups was added to the scope of the census. While most of the industries included for the first time for 1977 were covered again for 1982, some were not, i.e., hospitals; elementary and secondary schools; colleges, universities, and professional schools; junior colleges and technical institutes; labor unions and similar labor organizations; and political organizations.)

The first manufacturing census for an outlying area was conducted in Puerto Rico for the year 1909. Thereafter, with the exception of 1929, a census was taken at 10-year intervals through 1949. The first censuses of retail trade, wholesale trade, and selected service industries in Puerto Rico were conducted for 1939. These censuses also were taken for the years 1949, 1954, 1958, 1963, and 1967. A census of construction industries was first introduced in Puerto Rico for 1967. These censuses of Puerto Rico have been taken since then for the years 1972, 1977, and 1982.

Censuses of manufactures, retail trade, wholesale trade, and selected service industries were conducted in Guam and the Virgin Islands of the United States for 1958, 1963, 1967, 1972, 1977, and 1982. Censuses of mineral industries were taken in the Virgin Islands of the United States for the years 1958, 1963, and 1967 but not since that time. A census of construction industries was also undertaken in these areas for 1972, 1977, and 1982.

Retail trade, wholesale trade, selected service industries, manufacturing, and construction industries were canvassed for the first time in the Northern Mariana Islands in 1983 (for 1982).

For 1982, the economic censuses and agriculture censuses were conducted concurrently.

## USES OF THE ECONOMIC CENSUSES

The economic censuses are the major source for facts about the structure and functioning of the Nation's economy and provide essential information for government, business, industry, and the general public. They provide an important part of the framework for such composite measures as the gross national product, input-output measures, indexes of industrial production, and indexes measuring productivity and price levels. Information from the censuses is used to establish sampling frames and as benchmarks for current surveys of business activity, which are essential for measuring short-term economic conditions.

State and local governments use census data to assess business activities within their jurisdictions. The private sector uses the data to forecast general economic conditions; analyze sales performance; lay out sales territories; allocate funds for advertising; decide on locations for new plants, warehouses, or stores; and measure potential markets in terms of size, geographic areas, kinds of business, and kinds of products made or sold.

Following every census, thousands of businesses and other users purchase reports. Likewise, census facts are widely disseminated by trade associations, business journals, and newspapers. Volumes containing census statistics are available in most major public and college libraries. All 1982 data are available on microfiche from the U.S. Government Printing Office and most data on

[1]**Standard Industrial Classification Manual: 1972.** For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. Stock No. 041-001-00066-6. **1977 Supplement.** Stock No. 003-005-00176-0.

computer tape from the Census Bureau. Finally, the more than 50 State Data Centers also are suppliers of economic census statistics.

## AUTHORITY AND SCOPE OF THE ECONOMIC CENSUSES

The economic censuses are required by law under title 13 of the United States Code, sections 131, 191, and 224, which directs that they be taken at 5-year intervals for the years ending in 2 and 7. The 1982 Economic Censuses covered manufacturing, mining, construction industries, retail trade, wholesale trade, service industries, and selected transportation activities. Special programs also cover minority-owned and women-owned businesses. The next economic censuses are scheduled to be taken in 1988 for the year 1987.

## CAPITAL EXPENDITURES SURVEY

This report, which was prepared in connection with the 1982 Census of Wholesale Trade, provides data on selected characteristics of merchant wholesalers, including measures of value produced, capital expenditures, depreciable assets, and operating expenses. Similar data were published in the 1977 Annual Trade Survey report, 1977 Merchant Wholesalers (see appendix A, Comparability of the 1977 and 1982 Surveys).

Data in this report are based on information collected from a probability sample of merchant wholesalers from the Monthly Wholesale Trade Survey. A description of the survey methodology, estimating procedures, and concepts is presented in appendix A.

The 1982 statistics are summarized by kind-of-business classification based on the 1972 Standard Industrial Classification (SIC) Manual.[1] This report is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade. It excludes other types of wholesale trade, such as manufacturers' sales branches and sales offices, agents, brokers, and commission merchants. All major kinds of business in which merchant wholesalers operate are represented. A description of each kind of business represented by data shown in this report is included in appendix A.

[1]**Standard Industrial Classification Manual: 1972.** For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. Stock No. 041-001-00066-6. **1977 Supplement.** Stock No. 003-005-00176-0.

## DOLLAR VALUES

All dollar values presented in this report are expressed in current dollars, i.e., 1982 data are expressed in 1982 dollars.

## SPECIAL TABULATIONS AND UNPUBLISHED DATA

Special tabulations of data collected in the 1982 Capital Expenditures Survey may be obtained, depending on availability of time and personnel, on computer tape or in tabular form. The data will be in summary form and subject to rules prohibiting disclosure of confidential information (including name, address, kind of business, or other data for individual business establishments or companies).

Special tabulations are prepared on a cost basis. A request for a cost estimate, as well as exact specifications on the type and format of the data to be provided, should be directed to the Chief, Business Division, Bureau of the Census, Washington, D.C. 20233.

To discuss a special tabulation before submitting specifications, call 301-763-5282.

Some estimates have not been published in this report because their sampling variability or imputation is so high as to make them potentially misleading. Some unpublished data can be derived directly from this report by subtracting appropriate published data from their respective totals. However, the figures obtained by such subtraction would be subject to high sampling variability described above for unpublished kinds of business, and their use would be subject to the same hazards. Unpublished data may be obtained upon request from the Chief, Business Division, Bureau of the Census, Washington, D.C. 20233.

## ABBREVIATIONS AND SYMBOLS

The following abbreviations and symbols are used in this publication.

| | |
|---|---|
| * | Measure of sampling variability not shown since estimated data not published. |
| — | Represents zero. |
| (S) | Withheld because estimate did not meet publication standards on the basis of either imputation rate, associated standard error, or consistency review. |
| (V) | Less than .05 percent. |
| (M) | Less than $1 million. |
| n.e.c. | Not elsewhere classified. |
| pt. | Part. |
| SIC | Standard Industrial Classification. |

# Users' Guide for Locating Statistics in This Report by Table Number

| Information shown in tables | Table | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 |
| Sales | X | | X | | X | X | X | |
| Purchases | X | | | | | | | |
| Inventories: | | | | | | | | |
| End of 1982 | X | | | | | | | |
| End of 1981 | X | | | | | | | |
| Gross margin | | | | | X | X | | |
| Value added | | | | | X | X | | |
| Net income produced at market prices | | | | | X | X | | |
| Net income produced at factor cost | | | | | X | X | | |
| Gross value of depreciable assets at end of 1982 | X | X | | | | | X | |
| Buildings and structures | | X | | | | | | |
| Machinery and equipment | | X | | | | | | |
| Gross value of depreciable assets at end of 1981 | | X | | | | | X | |
| Buildings and structures | | X | | | | | | |
| Machinery and equipment | | X | | | | | | |
| Capital expenditures (other than land) | X | X | | | | | X | |
| New buildings and structures | | X | | | | | | |
| New machinery and equipment | | X | | | | | | |
| Used structures, machinery, and equipment | | X | | | | | | |
| Annual payroll | X | | X | | | X | | |
| Employer costs for fringe benefits | | | X | | | | | |
| Legally required expenditures | | | X | | | | | |
| Voluntary expenditures | | | X | | | | | |
| Taxes and license fees | | | | X | | | | |
| Depreciation charges | | X | | | | | | |
| Builldings and structures | | X | | | | | | |
| Machinery and equipment | | X | | | | | | |
| Lease and rental payments | | X | | X | | | | |
| Buildings and structures | | X | | X | | | | |
| Machinery and equipment | | X | | X | | | | |
| Purchased electricity | | | | X | | | | |
| Purchased fuels | | | | X | | | | |
| Communication services | | | | X | | | | |
| Office supplies | | | | X | | | | |
| Packaging and shipping materials | | | | X | | | | |
| Advertising services | | | | X | | | | |
| Commissions paid | | | | X | | | | |
| Payments for contract work | | | | X | | | | |
| Repairs | | | | X | | | | |
| Buildings and structures | | | | X | | | | |
| Machinery and equipment | | | | X | | | | |
| Total operating expenses | X | | | X | | | X | |
| Estimated relative standard errors | | | | | | | | X |

# Users' Guide for Locating Statistics in the 1982 Census of Wholesale Trade Reports

| Report and geographic area | Information shown in reports by kind of business or industry category | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of establishments | Sales ($1,000) | Payroll ($1,000) | Number of employees | Inventories ($1,000) | Operating expenses ($1,000) | Commodity line sales ($1,000) | Establishment and firm size | Legal form of organization | Petroleum bulk stations and terminals | Selected topics |
| **GEOGRAPHIC AREA SERIES** | | | | | | | | | | | |
| United States | X | X | X | X | X | X | | | | | |
| State | X | X | X | X | X | X | | | | | |
| SCSA | X | X | X | X | | | | | | | |
| SMSA | X | X | X | X | | | | | | | |
| County | X | X | X | X | | | | | | | |
| Place | X | X | X | X | | | | | | | |
| **ESTABLISHMENT AND FIRM SIZE (INCLUDING LEGAL FORM OF ORGANIZATION)** | | | | | | | | | | | |
| United States | X | X | [1] X | [1] X | [1] X | [1] X | | X | X | | |
| **MEASURES OF VALUE PRODUCED, CAPITAL EXPENDITURES, DEPRECIABLE ASSETS, AND OPERATING EXPENSES** | | | | | | | | | | | |
| United States[1] | | X | X | | | X | | | X | | [2] X |
| **COMMODITY LINE SALES** | | | | | | | | | | | |
| United States | X | X | | | | | X | | | | |
| State[3] | X | X | | | | | X | | | | |
| SMSA[3] | X | X | | | | | X | | | | |
| **MISCELLANEOUS SUBJECTS** | | | | | | | | | | | |
| United States | X | X | X | X | X | X | | | | X | [4] X |
| State | | | | | | | | | | X | |
| County | | | | | | | | | | X | |

[1] Merchant wholesalers only.
[2] Value produced, capital expenditures, depreciable assets, and selected operating expenses detail.
[3] Available on microfiche only.
[4] Class of customer, employment by principal activity, and detailed type of operation.

# Measures of Value Produced, Capital Expenditures, Depreciable Assets, and Operating Expenses

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# SUMMARY OF FINDINGS

Total sales in 1982 of all merchant wholesalers (including manufacturers' sales branches of ferrous metal service centers) amounted to $1.2 trillion. Comparisons to 1977 data for individual kinds of business can be made using the Census of Wholesale Trade, Geographic Area Series—United States Summary reports for the two years. The total cost of merchandise purchased for resale in 1982 (net of returns, allowances, and trade and cash discounts) totaled $953.0 billion, or 82.0 percent of total sales. Beginning inventories for merchant wholesalers in 1982 amounted to $132.9 billion, with ending inventories of $130.3 billion. Total sales, purchases, and inventories are integral parts of the measures of value produced summarized below.

## MEASURES OF VALUE PRODUCED

The gross margin of merchant wholesalers, which represents total sales less cost of goods sold, amounted to $207.2 billion in 1982. Value added, derived by deducting from gross margin the cost of office supplies, stationery, postage, electricity, fuels, packaging materials, and the cost of contract work done on materials owned by merchant wholesalers, amounted to $194.4 billion, representing 16.7 percent of total sales. Subtracting all other purchased services from value added yields net income produced at market prices of $135.4 billion, or 11.6 percent of total sales. This amount less depreciation, license fees, and taxes (excluding income, payroll, and sales taxes) represents net income produced at factor cost of $122.9 billion, or 10.6 percent of total sales.

As a percent of sales, measures of value produced were generally higher for durable goods than for nondurable goods in 1982. Durable goods wholesalers reported a gross margin of 24.3 percent of sales compared with 13.3 percent for nondurable goods wholesalers. Net income produced at market prices amounted to 15.9 percent of sales for durable goods, compared to 8.7 percent for nondurable goods. Likewise, net income produced at factor cost was higher for durable goods, 14.7 percent of sales, compared to 7.6 percent for nondurable goods.

Measures of value produced as a percent of sales varied according to legal form of organization and kind of business. Gross margin and value added for corporations represented 18.1 and 17.0 percent of sales, respectively, compared to 13.0 and 12.3 percent for noncorporations. Net income produced at market prices was highest for machinery, equipment, and supplies at 20.3 percent of sales, and lowest for farm product raw materials at 2.9 percent. New income produced at factor cost was highest for sporting, recreational, photographic, hobby goods, toys and supplies at 19.5 percent of sales, while farm product raw materials had the lowest, 2.2 percent.

## CAPITAL EXPENDITURES

Total capital expenditures for depreciable assets of merchant wholesalers amounted to $13.7 billion in 1982, an increase of 77.5 percent over the $7.7 billion reported in 1977. Expenditures of $12.5 billion for new facilities, structures, and equipment in 1982 accounted for 91.3 percent of the total. Of total new expenditures, new equipment amounted to $8.8 billion and $3.7 billion were expended for new structures.

Capital expenditures in the durable goods trades totaled $6.9 billion in 1982, an increase of 74.4 percent over the $3.9 billion reported in 1977. Nondurable goods wholesalers showed a larger increase, 80.7 percent over 1977, with expenditures amounting to $6.8 billion in 1982 compared to $3.8 billion in 1977.

Kinds of business reporting the largest capital expenditures in 1982 included machinery, equipment, and supplies, with $2.9 billion; groceries and related products, $1.6 billion; petroleum and petroleum products, $1.5 billion; and miscellaneous nondurable goods, $1.0 billion.

## DEPRECIABLE ASSETS

The gross (acquisition) value of depreciable assets of merchant wholesalers amounted to $79.6 billion at the end of 1981. After adding capital expenditures and deducting assets sold, retired, scrapped, and destroyed, the year 1982 ended with the gross value of depreciable assets amounting to $90.1 billion, representing a 13.2 percent annual increase.

The kinds of business representing the highest value of depreciable assets at the end of 1982 were machinery, equipment, and supplies, with $16.2 billion; groceries and related products, $10.4 billion; and farm product raw materials, $9.2 billion.

## OPERATING EXPENSES

Total operating expenses of merchant wholesalers amounted to $173.2 billion in 1982, a 50.8 percent increase from 1977. Durable goods wholesalers accounted for $98.6 billion, and $74.6 billion were attributable to nondurable goods wholesalers. The following summarizes the findings for specific types of operating expenses.

**Supplemental labor costs (employer costs for fringe benefits)**—Total supplemental labor costs for merchant wholesalers amounted to $13.2 billion in 1982. Legally required supplemental labor costs, such as employers' social security contributions, unemployment tax, workers'

compensation insurance, and State disability insurance programs, amounted to $6.6 billion, or 50.0 percent of the total. Voluntary labor costs, such as insurance premiums on hospital and medical plans, pension plans, and stock purchase plans, amounted to $6.6 billion, or 50.0 percent of total supplemental labor costs.

Supplemental labor costs as a percent of annual payroll varied by kind of business. The lowest were 15.3 percent for furniture and home furnishings and 16.0 percent for paper and paper products. The highest were 20.2 percent for metals and minerals, except petroleum; 19.3 percent for beer, wine and distilled alcoholic beverages; and 18.9 percent for groceries and related products.

**Depreciation charges**—Depreciation and amortization charges against depreciable assets totaled $8.3 billion in 1982. Buildings and structures accounted for $1.7 billion, or 20.3 percent of the total, while machinery and equipment amounted to the remaining $6.6 billion, or 79.7 percent.

**Lease and rental payments**—Lease and rental payments in 1982 were $7.6 billion for merchant wholesalers, representing 4.4 percent of total operating expenses. Of these payments, $5.1 billion were for buildings and other structures, and $2.5 billion were for machinery and equipment. Total lease and rental payments in 1982 increased by 71.1 percent compared with 1977.

The durable goods wholesalers dealing in machinery, equipment, and supplies reported the largest lease and rental payments for both buildings and machinery, with $1.1 billion for buildings and $348 million for machinery and equipment. Lease and rental payments were significantly lower for nondurable goods wholesalers. The largest payments for this category were reported by wholesalers of groceries and related products, with $524 million for buildings and $460 million for machinery and equipment.

**Utilities**—Communication services purchased by merchant wholesalers amounted to $3.6 billion, while purchased electricity totaled $2.4 billion, and fuels amounted to $1.7 billion. As a percent of total operating expenses, these utilities represented 2.1 percent, 1.4 percent, and 1.0 percent, respectively.

**Other operating expenses**—Other operating expenses of merchant wholesalers in 1982 included $2.4 billion for office supplies, stationery, and postage; $3.1 billion for purchased materials used in packaging, processing, shipping and selling of goods; $4.8 billion for advertising; $3.9 billion for sales commissions paid to others; $3.2 billion in payments for outside work contracted to others in readying wholesalers' merchandise for sale; and $3.5 billion for noncapitalized repairs to buildings, machinery, and equipment.

## Table 1. General Statistics: 1982

[Dollar amounts are in millions. Data are shown only for establishments with payroll. For meaning of abbreviations and symbols, see introductory text]

| SIC code | Kind of business | Sales | Purchases of merchandise for resale | Inventories[1] | | Operating expenses[1] | Annual payroll[1] | Gross value of depreciable assets at end of 1982 | Capital expenditures (other than land) |
|---|---|---|---|---|---|---|---|---|---|
| | | | | End of 1982 | End of 1981 | | | | |
| | **Merchant wholesalers[2]** | 1 162 815 | 952 970 | 130 301 | 132 913 | 173 247 | 75 700 | 90 127 | 13 725 |
| 50 | **Durable goods[2]** | 480 299 | 361 803 | 84 425 | 86 197 | 98 622 | 45 042 | 44 832 | 6 880 |
| 501 | Motor vehicles and automotive parts and supplies | 91 394 | 71 739 | 14 551 | 13 745 | 14 542 | 6 749 | 6 059 | 943 |
| 502 | Furniture and home furnishings | 17 663 | 12 313 | 2 459 | 2 642 | 4 487 | 1 935 | 1 100 | 191 |
| 503 | Lumber and other construction materials | 33 118 | 25 164 | 3 562 | 3 732 | 6 639 | 3 059 | 3 416 | 321 |
| 504 | Sporting, recreational, photographic, and hobby goods, toys and supplies | 13 653 | (S) | 2 352 | 2 339 | 3 232 | 1 195 | 791 | 111 |
| 505 | Metals and minerals, except petroleum[2] | 52 489 | 41 661 | 11 347 | 12 091 | 8 061 | 3 278 | 6 145 | 732 |
| 506 | Electrical goods | 55 837 | 43 075 | 8 928 | 8 583 | 11 176 | 4 789 | 2 800 | 589 |
| 507 | Hardware, and plumbing and heating equipment and supplies | 29 255 | 21 282 | 5 183 | 5 271 | 7 406 | 3 648 | 2 998 | 443 |
| 508 | Machinery, equipment, and supplies | 140 896 | 97 307 | 31 458 | 32 754 | 36 177 | 17 577 | 16 226 | 2 853 |
| 509 | Miscellaneous durable goods | 45 994 | 40 082 | 4 585 | 5 038 | 6 903 | 2 813 | 5 297 | (S) |
| 51 | **Nondurable goods** | 682 515 | 591 167 | 45 876 | 46 717 | 74 624 | 30 658 | 45 295 | 6 845 |
| 511 | Paper and paper products | 25 937 | 20 366 | 2 211 | 2 306 | 5 519 | 2 907 | 1 380 | 237 |
| 512 | Drugs, drug proprietaries and druggists' sundries | 18 636 | 15 060 | 2 554 | 2 368 | 2 767 | 1 345 | 1 069 | 194 |
| 513 | Apparel, piece goods, and notions | 29 845 | (S) | 5 211 | 4 915 | (S) | 2 558 | (S) | (S) |
| 514 | Groceries and related products | 174 687 | 151 642 | 8 212 | 7 753 | 21 668 | 9 334 | 10 411 | 1 632 |
| 515 | Farm-product raw materials | 121 932 | 115 954 | 8 881 | 8 702 | 5 899 | 2 085 | 9 219 | (S) |
| 516 | Chemicals and allied products | 19 462 | 13 861 | 1 807 | 1 722 | 4 331 | 1 825 | 2 710 | 409 |
| 517 | Petroleum and petroleum products | 167 069 | 156 464 | 6 100 | 7 947 | 7 379 | 2 625 | 8 296 | 1 488 |
| 518 | Beer, wine and distilled alcoholic beverages | 36 456 | 27 478 | 3 286 | 3 218 | 6 744 | 3 004 | 3 033 | 636 |
| 519 | Miscellaneous nondurable goods | 88 492 | 69 556 | 7 613 | 7 787 | 13 357 | 4 975 | 7 805 | 966 |

Note: Detail may not add to higher levels due to rounding.

[1]Inventories, operating expenses, and payroll data are not the same as in other reports from the 1982 Census of Wholesale Trade due to their sample basis and inclusion of auxiliaries.
[2]In contrast to merchant wholesale data published in other reports from the 1982 Census of Wholesale Trade, these data include manufacturers' sales branches for SIC 5051 pt., Ferrous metal service centers.

## Table 2. Detailed Gross Value of Depreciable Assets, Capital Expenditures, Depreciation Charges, and Lease and Rental Payments, by Major Kind of Business: 1982

[Dollar amounts are in millions. Data are shown only for establishments with payroll. For meaning of abbreviations and symbols, see introductory text]

| SIC code | Kind of business | Gross value of depreciable assets at end of 1982 | | | Gross value of depreciable assets at end of 1981 | | | Capital expenditures (other than land) | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | | New capital expenditures | | | Used structures, machinery, and equipment |
| | | Total | Buildings and structures | Machinery and equipment | Total | Buildings and structures | Machinery and equipment | Total | Total | Buildings and structures | Machinery and equipment | |
| | **Merchant wholesalers[1]** | 90 127 | 31 676 | 58 451 | 79 642 | 28 303 | 51 340 | 13 725 | 12 530 | 3 731 | 8 800 | 1 195 |
| 50 | **Durable goods[1]** | 44 832 | 14 515 | 30 317 | 39 800 | 13 030 | 26 770 | 6 880 | 6 416 | 1 763 | 4 653 | 463 |
| 501 | Motor vehicles and automotive parts and supplies | 6 059 | 2 215 | 3 843 | 5 289 | 1 914 | 3 375 | 943 | 903 | 323 | 581 | (S) |
| 502 | Furniture and home furnishings | 1 100 | 461 | 639 | 937 | 382 | 555 | 191 | 189 | (S) | 102 | (S) |
| 503 | Lumber and other construction materials | 3 416 | 1 336 | 2 080 | 3 215 | 1 240 | 1 976 | 321 | 285 | (S) | 180 | (S) |
| 504 | Sporting, recreational, photographic, and hobby goods, toys and supplies | 791 | 268 | 523 | 712 | 244 | 468 | 111 | 103 | (S) | 78 | (S) |
| 505 | Metals and minerals, except petroleum[1] | 6 145 | 1 893 | 4 252 | 5 512 | 1 710 | 3 801 | 732 | 656 | 172 | 484 | 76 |
| 506 | Electrical goods | 2 800 | 968 | 1 832 | 2 301 | 890 | 1 412 | 589 | 584 | 128 | 457 | (S) |
| 507 | Hardware, and plumbing and heating equipment and supplies | 2 998 | 1 263 | 1 734 | 2 709 | 1 158 | 1 551 | 443 | 420 | (S) | 258 | (S) |
| 508 | Machinery, equipment, and supplies | 16 226 | 4 852 | 11 374 | 14 336 | 4 347 | 9 990 | 2 853 | 2 636 | 613 | 2 023 | (S) |
| 509 | Miscellaneous durable goods | 5 297 | 1 259 | 4 038 | 4 789 | 1 144 | 3 645 | (S) | (S) | (S) | (S) | (S) |
| 51 | **Nondurable goods** | 45 295 | 17 161 | 28 134 | 39 842 | 15 273 | 24 569 | 6 845 | 6 114 | 1 967 | 4 147 | 731 |
| 511 | Paper and paper products | 1 380 | 500 | 880 | 1 197 | 442 | 754 | 237 | 224 | 67 | 157 | (S) |
| 512 | Drugs, drug proprietaries and druggists' sundries | 1 069 | 313 | 756 | 921 | 275 | 646 | 194 | 186 | 57 | 129 | (S) |
| 513 | Apparel, piece goods, and notions | (S) | (S) | (S) | (S) | (S) | (S) | (S) | 235 | (S) | 161 | (S) |
| 514 | Groceries and related products | 10 411 | 3 704 | 6 707 | 9 097 | 3 281 | 5 816 | 1 632 | 1 435 | 454 | 981 | (S) |
| 515 | Farm-product raw materials | 9 219 | 4 791 | 4 428 | 8 323 | 4 334 | 3 989 | (S) | 885 | 430 | 454 | 157 |
| 516 | Chemicals and allied products | 2 710 | 617 | 2 094 | 2 428 | 547 | 1 881 | 409 | 362 | (S) | 290 | (S) |
| 517 | Petroleum and petroleum products | 8 296 | 2 273 | 6 023 | 7 006 | 1 956 | 5 050 | 1 488 | 1 269 | 290 | (S) | 218 |
| 518 | Beer, wine and distilled alcoholic beverages | 3 033 | 1 320 | 1 713 | 2 509 | 1 063 | 1 446 | 636 | 614 | (S) | 365 | (S) |
| 519 | Miscellaneous nondurable goods | 7 805 | 3 122 | 4 683 | 7 121 | 2 914 | 4 206 | 966 | 904 | 273 | 631 | (S) |

See footnotes at end of table.

## Table 2. Detailed Gross Value of Depreciable Assets, Capital Expenditures, Depreciation Charges, and Lease and Rental Payments, by Major Kind of Business: 1982—Con.

[Dollar amounts are in millions. Data are shown only for establishments with payroll. For meaning of abbreviations and symbols, see introductory text]

| SIC code | Kind of business | Other acquisitions | Deductions from depreciable assets | Depreciation charges in 1982 | | | Lease and rental payments | | |
|---|---|---|---|---|---|---|---|---|---|
| | | | | Total | Buildings and structures | Machinery and equipment | Total | Buildings and structures | Machinery and equipment |
| | **Merchant wholesalers[1]** | **276** | **3 516** | **8 308** | **1 683** | **6 625** | **7 559** | **5 108** | **2 450** |
| **50** | **Durable goods[1]** | **147** | **1 995** | **4 397** | **809** | **3 588** | **4 263** | **3 119** | **1 144** |
| 501 | Motor vehicles and automotive parts and supplies | (S) | 200 | 601 | 109 | 492 | 622 | 497 | 125 |
| 502 | Furniture and home furnishings | (S) | 29 | 114 | 27 | 87 | 283 | 238 | 46 |
| 503 | Lumber and other construction materials | (S) | 127 | 323 | (S) | (S) | 311 | 184 | (S) |
| 504 | Sporting, recreational, photographic, and hobby goods, toys and supplies | (S) | 33 | 80 | 17 | 63 | 132 | 99 | 32 |
| 505 | Metals and minerals, except petroleum[1] | (S) | 143 | 486 | 92 | 394 | 351 | 218 | 133 |
| 506 | Electrical goods | (S) | 99 | 301 | 60 | 241 | 484 | 361 | 124 |
| 507 | Hardware, and plumbing and heating equipment and supplies | (S) | (S) | 254 | 58 | 196 | 345 | 235 | 110 |
| 508 | Machinery, equipment, and supplies | (S) | 1 002 | 1 706 | 289 | 1 418 | 1 451 | 1 103 | 348 |
| 509 | Miscellaneous durable goods | (S) | 203 | 531 | (S) | 445 | 284 | 185 | (S) |
| **51** | **Nondurable goods** | **129** | **1 522** | **3 911** | **874** | **3 037** | **3 296** | **1 990** | **1 306** |
| 511 | Paper and paper products | (S) | 55 | 152 | 23 | 129 | 288 | 200 | 89 |
| 512 | Drugs, drug proprietaries and druggists' sundries | (S) | 47 | 114 | 13 | 101 | 151 | 93 | 58 |
| 513 | Apparel, piece goods, and notions | (S) | 120 | 142 | 33 | 109 | (S) | 246 | (S) |
| 514 | Groceries and related products | (S) | 372 | 973 | 187 | 787 | 984 | 524 | 460 |
| 515 | Farm-product raw materials | (S) | 176 | 635 | 238 | 397 | 183 | 110 | 73 |
| 516 | Chemicals and allied products | (S) | 128 | 247 | 34 | 213 | 220 | 120 | 100 |
| 517 | Petroleum and petroleum products | (S) | (S) | 658 | 115 | 543 | 399 | 208 | 191 |
| 518 | Beer, wine and distilled alcoholic beverages | (S) | 115 | 305 | 71 | 234 | 261 | 140 | 122 |
| 519 | Miscellaneous nondurable goods | (S) | 292 | 685 | 160 | 525 | 530 | 351 | 179 |

Note: Detail may not add to higher levels due to rounding.

[1]In contrast to merchant wholesale data published in other reports from the 1982 Census of Wholesale Trade, these data include manufacturers' sales branches for SIC 5051 pt., Ferrous metal service centers.

## Table 3. Sales, Annual Payroll, and Employer Costs for Fringe Benefits, by Major Kind of Business: 1982

[Dollar amounts are in millions. Data are shown only for establishments with payroll. For meaning of abbreviations and symbols, see introductory text]

| SIC code | Kind of business | Sales | Annual payroll[1] | Employer costs for fringe benefits | | | Annual payroll as percent of sales | Employer costs for fringe benefits as percent of annual payroll |
|---|---|---|---|---|---|---|---|---|
| | | | | Total | Legally required expenditures | Voluntary expenditures | | |
| | **Merchant wholesalers[2]** | **1 162 815** | **75 700** | **13 173** | **6 588** | **6 586** | **6.5** | **17.4** |
| **50** | **Durable goods[2]** | **480 299** | **45 042** | **7 658** | **3 879** | **3 780** | **9.4** | **17.0** |
| 501 | Motor vehicles and automotive parts and supplies | 91 394 | 6 749 | 1 205 | 593 | 612 | 7.4 | 17.9 |
| 502 | Furniture and home furnishings | 17 663 | 1 935 | 296 | 154 | 142 | 11.0 | 15.3 |
| 503 | Lumber and other construction materials | 33 118 | 3 059 | (S) | (S) | (S) | 9.2 | (S) |
| 504 | Sporting, recreational, photographic, and hobby goods, toys and supplies | 13 653 | 1 195 | 219 | (S) | (S) | 8.8 | 18.3 |
| 505 | Metals and minerals, except petroleum[2] | 52 489 | 3 278 | 662 | 291 | 371 | 6.2 | 20.2 |
| 506 | Electrical goods | 55 837 | 4 789 | 795 | 402 | 393 | 8.6 | 16.6 |
| 507 | Hardware, and plumbing and heating equipment and supplies | 29 255 | 3 648 | 607 | 307 | 300 | 12.5 | 16.7 |
| 508 | Machinery, equipment, and supplies | 140 896 | 17 577 | 2 850 | 1 475 | 1 375 | 12.5 | 16.2 |
| 509 | Miscellaneous durable goods | 45 994 | 2 813 | 492 | 277 | 215 | 6.1 | 17.5 |
| **51** | **Nondurable goods** | **682 515** | **30 658** | **5 515** | **2 709** | **2 806** | **4.5** | **18.0** |
| 511 | Paper and paper products | 25 937 | 2 907 | 464 | 220 | 243 | 11.2 | 16.0 |
| 512 | Drugs, drug proprietaries and druggists' sundries | 18 636 | 1 345 | 229 | 109 | 120 | 7.2 | 17.0 |
| 513 | Apparel, piece goods, and notions | 29 845 | 2 558 | (S) | (S) | (S) | 8.6 | (S) |
| 514 | Groceries and related products | 174 687 | 9 334 | 1 767 | 897 | 870 | 5.3 | 18.9 |
| 515 | Farm-product raw materials | 121 932 | 2 085 | 378 | 182 | 196 | 1.7 | 18.1 |
| 516 | Chemicals and allied products | 19 462 | 1 825 | 324 | 150 | 174 | 9.4 | 17.8 |
| 517 | Petroleum and petroleum products | 167 069 | 2 625 | 462 | 238 | 224 | 1.6 | 17.6 |
| 518 | Beer, wine and distilled alcoholic beverages | 36 456 | 3 004 | 580 | 259 | 322 | 8.2 | 19.3 |
| 519 | Miscellaneous nondurable goods | 88 492 | 4 975 | 866 | 448 | 418 | 5.6 | 17.4 |

Note: Detail may not add to higher levels due to rounding.

[1]Payroll data are not the same as in other reports from the 1982 Census of Wholesale Trade due to their sample basis and inclusion of auxiliaries.
[2]In contrast to merchant wholesale data published in other reports from the 1982 Census of Wholesale Trade, these data include manufacturers' sales branches for SIC 5051 pt., Ferrous metal service centers.

## Table 4. Selected Operating Expenses by Major Kind of Business: 1982

[Dollar amounts are in millions. Data are shown only for establishments with payroll. For meaning of abbreviations and symbols, see introductory text]

| SIC code | Kind of business | Total operating expenses[1] | Purchased electricity | | Purchased fuels | | Communication services | | Office supplies | | Advertising services | | Taxes paid (property,etc.) | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent |
| | **Merchant wholesalers[2]** | **173 247** | **2 388** | **1.4** | **1 676** | **1.0** | **3 597** | **2.1** | **2 430** | **1.4** | **4 804** | **2.8** | **4 193** | **2.4** |
| 50 | **Durable goods[2]** | **98 622** | **1 183** | **1.2** | **829** | **.8** | **2 435** | **2.5** | **1 520** | **1.5** | **3 309** | **3.4** | **1 079** | **1.1** |
| 501 | Motor vehicles and automotive parts and supplies | 14 542 | 210 | 1.4 | 111 | .8 | 329 | 2.3 | 193 | 1.3 | 996 | 6.9 | 180 | 1.2 |
| 502 | Furniture and home furnishings | 4 487 | 49 | 1.1 | 20 | .5 | 96 | 2.1 | 74 | 1.7 | 125 | 2.8 | 39 | .9 |
| 503 | Lumber and other construction materials | 6 639 | 92 | 1.4 | (S) | (S) | (S) | (S) | 89 | 1.3 | 79 | 1.2 | 89 | 1.3 |
| 504 | Sporting, recreational, photographic, and hobby goods, toys and supplies | 3 232 | 33 | 1.0 | 19 | .6 | 75 | 2.3 | 62 | 1.9 | 232 | 7.2 | 20 | .6 |
| 505 | Metals and minerals, except petroleum[2] | 8 061 | 129 | 1.6 | 97 | 1.2 | 183 | 2.3 | 84 | 1.1 | 62 | .8 | 97 | 1.2 |
| 506 | Electrical goods | 11 176 | 114 | 1.0 | 51 | .5 | 328 | 2.9 | 198 | 1.8 | 543 | 4.9 | 119 | 1.1 |
| 507 | Hardware, and plumbing and heating equipment and supplies | 7 406 | 72 | 1.0 | 52 | .7 | 179 | 2.4 | 135 | 1.8 | 163 | 2.2 | 72 | 1.0 |
| 508 | Machinery, equipment, and supplies | 36 177 | 348 | 1.0 | 249 | .7 | 942 | 2.6 | 602 | 1.7 | 942 | 2.6 | 361 | 1.0 |
| 509 | Miscellaneous durable goods | 6 903 | 137 | 2.0 | 122 | 1.8 | 139 | 2.0 | 82 | 1.2 | 166 | 2.4 | 102 | 1.5 |
| 51 | **Nondurable goods** | **74 624** | **1 204** | **1.6** | **847** | **1.1** | **1 162** | **1.6** | **910** | **1.2** | **1 495** | **2.0** | **3 114** | **4.2** |
| 511 | Paper and paper products | 5 519 | 52 | .9 | 34 | .6 | 123 | 2.2 | 84 | 1.5 | (S) | (S) | 36 | .7 |
| 512 | Drugs, drug proprietaries and druggists' sundries | 2 767 | 25 | .9 | 11 | .4 | 60 | 2.2 | 42 | 1.5 | (S) | (S) | 33 | 1.2 |
| 513 | Apparel, piece goods, and notions | (S) | 64 | (S) | 18 | (S) | (S) | (S) | 91 | (S) | 250 | (S) | (S) | (S) |
| 514 | Groceries and related products | 21 668 | 479 | 2.2 | 264 | 1.2 | 287 | 1.3 | 244 | 1.1 | 305 | 1.4 | 314 | 1.5 |
| 515 | Farm-product raw materials | 5 899 | 199 | 3.4 | 161 | 2.7 | 115 | 2.0 | 59 | 1.0 | 47 | .8 | 114 | 1.9 |
| 516 | Chemicals and allied products | 4 331 | (S) | (S) | 57 | 1.3 | 93 | 2.2 | 58 | 1.3 | 46 | 1.1 | 56 | 1.3 |
| 517 | Petroleum and petroleum products | 7 379 | 80 | 1.1 | 110 | 1.5 | (S) | (S) | 82 | 1.1 | 102 | 1.4 | (S) | (S) |
| 518 | Beer, wine and distilled alcoholic beverages | 6 744 | 57 | .8 | 43 | .6 | 54 | .8 | 60 | .9 | 322 | 4.8 | 653 | 9.7 |
| 519 | Miscellaneous nondurable goods | 13 357 | 157 | 1.2 | 149 | 1.1 | 199 | 1.5 | 189 | 1.4 | 257 | 1.9 | 1 641 | 12.3 |

| SIC code | Kind of business | Materials (packaging, etc.) | | Contract work | | Commissions paid | | Lease and rental payments | | | | Purchased repair services | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | Total | | Buildings and structures | Machinery and equipment | Total | | Buildings and structures | Machinery and equipment |
| | | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent | | | Amount | Percent | | |
| | **Merchant wholesalers[2]** | **3 104** | **1.8** | **3 213** | **1.9** | **3 851** | **2.2** | **7 559** | **4.4** | **5 108** | **2 450** | **3 514** | **2.0** | **752** | **2 762** |
| 50 | **Durable goods[2]** | **1 215** | **1.2** | **1 712** | **1.7** | **2 212** | **2.2** | **4 263** | **4.3** | **3 119** | **1 144** | **1 577** | **1.6** | **391** | **1 186** |
| 501 | Motor vehicles and automotive parts and supplies | (S) | (S) | (S) | (S) | (S) | (S) | 622 | 4.3 | 497 | 125 | 223 | 1.5 | 65 | 157 |
| 502 | Furniture and home furnishings | 63 | 1.4 | (S) | (S) | 258 | 5.8 | 283 | 6.3 | 238 | 46 | 49 | 1.1 | 14 | 35 |
| 503 | Lumber and other construction materials | 41 | .6 | (S) | (S) | (S) | (S) | 311 | 4.7 | 184 | (S) | 157 | 2.4 | 23 | 135 |
| 504 | Sporting, recreational, photographic, and hobby goods, toys and supplies | 72 | 2.2 | (S) | (S) | (S) | (S) | 132 | 4.1 | 99 | 32 | 23 | .7 | 7 | 16 |
| 505 | Metals and minerals, except petroleum[2] | (S) | (S) | 376 | 4.7 | (S) | (S) | 351 | 4.4 | 218 | 133 | 197 | 2.5 | 33 | 164 |
| 506 | Electrical goods | 104 | .9 | (S) | (S) | (S) | (S) | 484 | 4.3 | 361 | 124 | 95 | .9 | 43 | 51 |
| 507 | Hardware, and plumbing and heating equipment and supplies | 63 | .9 | (S) | (S) | (S) | (S) | 345 | 4.7 | 235 | 110 | 94 | 1.3 | 34 | 59 |
| 508 | Machinery, equipment, and supplies | 313 | .9 | (S) | (S) | 688 | 1.9 | 1 451 | 4.0 | 1 103 | 348 | 484 | 1.3 | 139 | 345 |
| 509 | Miscellaneous durable goods | 118 | 1.7 | (S) | (S) | (S) | (S) | 284 | 4.1 | 185 | (S) | 256 | 3.7 | 32 | 223 |
| 51 | **Nondurable goods** | **1 889** | **2.5** | **1 502** | **2.0** | **1 640** | **2.2** | **3 296** | **4.4** | **1 990** | **1 306** | **1 938** | **2.6** | **362** | **1 576** |
| 511 | Paper and paper products | (S) | (S) | (S) | (S) | (S) | (S) | 288 | 5.2 | 200 | 89 | 71 | 1.3 | 21 | 50 |
| 512 | Drugs, drug proprietaries and druggists' sundries | 47 | 1.7 | (S) | (S) | (S) | (S) | 151 | 5.4 | 93 | 58 | 35 | 1.3 | 7 | 28 |
| 513 | Apparel, piece goods, and notions | 59 | (S) | (S) | (S) | 502 | (S) | (S) | (S) | 246 | (S) | 41 | (S) | 12 | 29 |
| 514 | Groceries and related products | 1 156 | 5.3 | (S) | (S) | 343 | 1.6 | 984 | 4.5 | 524 | 460 | 630 | 2.9 | 102 | 527 |
| 515 | Farm-product raw materials | 129 | 2.2 | (S) | (S) | 114 | 1.9 | 183 | 3.1 | 110 | 73 | 306 | 5.2 | 72 | 234 |
| 516 | Chemicals and allied products | (S) | (S) | (S) | (S) | 60 | 1.4 | 220 | 5.1 | 120 | 100 | 120 | 2.8 | (S) | 102 |
| 517 | Petroleum and petroleum products | 63 | .9 | (S) | (S) | 104 | 1.4 | 399 | 5.4 | 208 | 191 | 312 | 4.2 | 42 | 269 |
| 518 | Beer, wine and distilled alcoholic beverages | 47 | .7 | (S) | (S) | (S) | (S) | 261 | 3.9 | 140 | 122 | 155 | 2.3 | 27 | 128 |
| 519 | Miscellaneous nondurable goods | (S) | (S) | (S) | (S) | (S) | (S) | 530 | 4.0 | 351 | 179 | 268 | 2.0 | 60 | 208 |

Note: Detail may not add to higher levels due to rounding.

[1]Includes payroll, employer costs for fringe benefits, depreciation charges, and other expenses not shown separately in this table. Data are not the same as in other reports from the 1982 Census of Wholesale Trade due to their sample basis and inclusion of auxiliaries.

[2]In contrast to merchant wholesale data published in other reports from the 1982 Census of Wholesale Trade, these data include manufacturers' sales branches for SIC 5051 pt., Ferrous metal service centers.

## Table 5. Sales, Cost of Goods Sold, and Measures of Value Produced, by Major Kind of Business: 1982

[Dollar amounts are in millions. Data are shown only for establishments with payroll. For meaning of abbreviations and symbols, see introductory text]

| SIC code | Kind of business | Sales | Cost of goods sold | Gross margin | Value added | Net income produced at— | | | |
|---|---|---|---|---|---|---|---|---|---|
| | | | | | | Market prices | | Factor cost | |
| | | | | | | Amount | Percent of sales | Amount | Percent of sales |
| | **Merchant wholesalers**[1] | **1 162 815** | **955 583** | **207 232** | **194 421** | **135 359** | **11.6** | **122 858** | **10.6** |
| **50** | **Durable goods**[1] | **480 299** | **363 574** | **116 725** | **110 266** | **76 279** | **15.9** | **70 803** | **14.7** |
| 501 | Motor vehicles and automotive parts and supplies | 91 394 | 70 933 | 20 461 | 19 592 | 14 654 | 16.0 | 13 873 | 15.2 |
| 502 | Furniture and home furnishings | 17 663 | 12 496 | 5 166 | 4 697 | 3 063 | 17.3 | 2 911 | 16.5 |
| 503 | Lumber and other construction materials | 33 118 | 25 335 | 7 783 | 7 389 | 5 148 | 15.5 | 4 735 | 14.3 |
| 504 | Sporting, recreational, photographic, and hobby goods, toys and supplies | 13 653 | 9 167 | 4 486 | 4 268 | 2 768 | 20.3 | 2 668 | 19.5 |
| 505 | Metals and minerals, except petroleum[1] | 52 489 | 42 406 | 10 084 | 9 157 | 6 545 | 12.5 | 5 963 | 11.4 |
| 506 | Electrical goods | 55 837 | 42 729 | 13 108 | 12 610 | 7 936 | 14.2 | 7 516 | 13.5 |
| 507 | Hardware, and plumbing and heating equipment and supplies | 29 255 | 21 370 | 7 884 | 7 514 | 5 060 | 17.3 | 4 734 | 16.2 |
| 508 | Machinery, equipment, and supplies | 140 896 | 98 603 | 42 293 | 40 163 | 28 609 | 20.3 | 26 542 | 18.8 |
| 509 | Miscellaneous durable goods | 45 994 | 40 535 | 5 459 | 4 875 | 2 495 | 5.4 | 1 862 | 4.1 |
| **51** | **Nondurable goods** | **682 515** | **592 009** | **90 507** | **84 154** | **59 080** | **8.7** | **52 055** | **7.6** |
| 511 | Paper and paper products | 25 937 | 20 461 | 5 476 | 5 204 | 3 517 | 13.6 | 3 328 | 12.8 |
| 512 | Drugs, drug proprietaries and druggists' sundries | 18 636 | 14 873 | 3 763 | 3 610 | 2 718 | 14.6 | 2 571 | 13.8 |
| 513 | Apparel, piece goods, and notions | 29 845 | 20 490 | 9 355 | 8 410 | 5 569 | 18.7 | 5 396 | 18.1 |
| 514 | Groceries and related products | 174 687 | 151 182 | 23 505 | 21 169 | 14 223 | 8.1 | 12 936 | 7.4 |
| 515 | Farm-product raw materials | 121 932 | 115 775 | 6 157 | 5 532 | 3 470 | 2.9 | 2 721 | 2.2 |
| 516 | Chemicals and allied products | 19 462 | 13 776 | 5 686 | 5 397 | 3 807 | 19.6 | 3 504 | 18.0 |
| 517 | Petroleum and petroleum products | 167 069 | 158 311 | 8 758 | 8 363 | 5 360 | 3.2 | 4 466 | 2.7 |
| 518 | Beer, wine and distilled alcoholic beverages | 36 456 | 27 410 | 9 046 | 8 812 | 6 845 | 18.8 | 5 887 | 16.2 |
| 519 | Miscellaneous nondurable goods | 88 492 | 69 730 | 18 761 | 17 657 | 13 571 | 15.3 | 11 246 | 12.7 |

Note: Detail may not add to higher levels due to rounding.

[1]In contrast to merchant wholesale data published in other reports from the 1982 Census of Wholesale Trade, these data include manufacturers' sales branches for SIC 5051 pt., Ferrous metal service centers.

## Table 6. Sales, Cost of Goods Sold, Measures of Value Produced, and Annual Payroll, by Legal Form of Organization: 1982

[Dollar amounts are in millions. Data are shown only for establishments with payroll. For meaning of abbreviations and symbols, see introductory text]

| Legal form of organization | Sales | Cost of goods sold | Gross margin | | Value added | | Net income produced at— | | | | Annual payroll[1] | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | Market prices | | Factor cost | | | |
| | | | Amount | Percent of sales | Amount | Percent of sales | Amount | Percent of sales | Amount | Percent of sales | Amount | Percent of sales |
| **Merchant wholesalers**[2] | **1 162 815** | **955 583** | **207 232** | **17.8** | **194 421** | **16.7** | **135 359** | **11.6** | **122 858** | **10.6** | **75 700** | **6.5** |
| Corporations[2] | 1 100 784 | 901 606 | 199 178 | 18.1 | 186 809 | 17.0 | 130 344 | 11.8 | 118 519 | 10.8 | 72 922 | 6.6 |
| Other[2] | 62 031 | 53 977 | 8 054 | 13.0 | 7 612 | 12.3 | 5 016 | 8.1 | 4 339 | 7.0 | 2 778 | 4.5 |
| **Durable goods**[2] | **480 299** | **363 574** | **116 725** | **24.3** | **110 266** | **23.0** | **76 279** | **15.9** | **70 803** | **14.7** | **45 042** | **9.4** |
| Corporations[2] | 464 900 | 351 475 | 113 425 | 24.4 | 107 207 | 23.1 | 74 578 | 16.0 | 69 381 | 14.9 | 43 753 | 9.4 |
| Other[2] | 15 399 | 12 100 | 3 300 | 21.4 | 3 059 | 19.9 | 1 701 | 11.1 | 1 422 | 9.2 | 1 289 | 8.4 |
| **Nondurable goods** | **682 515** | **592 009** | **90 507** | **13.3** | **84 154** | **12.3** | **59 080** | **8.7** | **52 055** | **7.6** | **30 658** | **4.5** |
| Corporations | 635 884 | 550 131 | 85 753 | 13.5 | 79 601 | 12.5 | 55 766 | 8.8 | 49 138 | 7.7 | 29 169 | 4.6 |
| Other | 46 632 | 41 877 | 4 754 | 10.2 | 4 553 | 9.8 | 3 314 | 7.1 | 2 917 | 6.3 | 1 489 | 3.2 |

Note: Detail may not add to higher levels due to rounding.

[1]Payroll data are not the same as in other reports from the 1982 Census of Wholesale Trade due to their sample basis and inclusion of auxiliaries.

[2]In contrast to merchant wholesale data published in other reports from the 1982 Census of Wholesale Trade, these data include manufacturers' sales branches for SIC 5051 pt., Ferrous metal service centers.

## Table 7. Gross Value of Depreciable Assets, Capital Expenditures, Sales, and Total Operating Expenses of Corporations, by Major Kind of Business: 1982

[Dollar amounts are in millions. Data are shown only for establishments with payroll. For meaning of abbreviations and symbols, see introductory text]

| SIC code | Kind of business | Gross value of depreciable assets at— | | Capital expenditures (other than land) | Sales | Operating expenses[1] |
|---|---|---|---|---|---|---|
| | | End of 1982 | End of 1981 | | | |
| | **Merchant wholesalers[2]** | **82 041** | **71 960** | **13 024** | **1 100 784** | **166 244** |
| **50** | **Durable goods[2]** | **42 529** | **37 665** | **6 628** | **464 900** | **95 258** |
| 501 | Motor vehicles and automotive parts and supplies | 5 609 | 4 904 | 885 | 88 404 | 13 850 |
| 502 | Furniture and home furnishings | 1 003 | 864 | 164 | 16 928 | 4 277 |
| 503 | Lumber and other construction materials | 3 326 | 3 111 | 319 | 31 900 | 6 526 |
| 504 | Sporting, recreational, photographic, and hobby goods, toys and supplies | 782 | 705 | 109 | 13 256 | 3 182 |
| 505 | Metals and minerals, except petroleum[2] | 6 014 | 5 389 | 722 | 51 517 | 7 857 |
| 506 | Electrical goods | (S) | (S) | 577 | 54 759 | 10 984 |
| 507 | Hardware, and plumbing and heating equipment and supplies | 2 722 | 2 443 | 429 | 28 417 | 7 120 |
| 508 | Machinery, equipment, and supplies | 15 480 | 13 647 | 2 758 | 135 749 | 35 126 |
| 509 | Miscellaneous durable goods | 4 840 | 4 339 | (S) | 43 969 | 6 337 |
| **51** | **Nondurable goods** | **39 511** | **34 296** | **6 396** | **635 884** | **70 985** |
| 511 | Paper and paper products | 1 345 | 1 166 | 229 | 25 285 | 5 350 |
| 512 | Drugs, drug proprietaries and druggists' sundries | 1 060 | 913 | 192 | 18 362 | 2 703 |
| 513 | Apparel, piece goods, and notions | 1 329 | 1 204 | 235 | 28 908 | 6 815 |
| 514 | Groceries and related products | 9 457 | 8 237 | 1 495 | 159 392 | 20 833 |
| 515 | Farm-product raw materials | 6 635 | 5 719 | 1 001 | 111 010 | 5 119 |
| 516 | Chemicals and allied products | 2 687 | 2 409 | 405 | 18 943 | 4 278 |
| 517 | Petroleum and petroleum products | 7 741 | 6 511 | 1 419 | 158 059 | 6 863 |
| 518 | Beer, wine and distilled alcoholic beverages | (S) | (S) | 612 | 34 285 | 6 481 |
| 519 | Miscellaneous nondurable goods | 6 347 | 5 731 | 808 | 81 640 | 12 543 |

Note: Detail may not add to higher levels due to rounding.

[1]Operating expenses are not the same as in other reports from the 1982 Census of Wholesale Trade due to their sample basis and inclusion of auxiliaries.
[2]In contrast to merchant wholesale data published in other reports from the 1982 Census of Wholesale Trade, these data include manufacturers' sales branches for SIC 5051 pt., Ferrous metal service centers.

## Table 8. Estimated Relative Standard Error for Estimates of Capital Expenditures, Depreciable Assets, Annual Payroll, Employer Costs for Fringe Benefits, Depreciation Charges, and Lease and Rental Payments, by Major Kind of Business: 1982

[Coefficient of variation in percent. For meaning of abbreviations and symbols, see introductory text]

| SIC code | Kind of business | Capital expenditures (other than land) | | Gross value of depreciable assets at— | | Annual payroll | Employer costs for fringe benefits | | Depreciation charges | | Lease and rental payments | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Total | New | End of 1982 | End of 1981 | | Legally required | Voluntary | Buildings and structures | Machinery and equipment | Buildings and structures | Machinery and equipment |
| | **Merchant wholesalers[1]** | **2.6** | **2.8** | **1.4** | **1.4** | **.9** | **1.1** | **1.3** | **2.2** | **1.9** | **1.9** | **2.7** |
| **50** | **Durable goods[1]** | **3.6** | **3.8** | **2.2** | **2.2** | **1.2** | **1.4** | **1.9** | **3.3** | **2.6** | **2.1** | **4.1** |
| 501 | Motor vehicles and automotive parts and supplies | 6.3 | 6.1 | 4.9 | 4.8 | 3.1 | 3.1 | 4.1 | 8.8 | 9.5 | 4.8 | 5.7 |
| 502 | Furniture and home furnishings | 15.7 | 15.8 | 6.8 | 7.1 | 4.1 | 4.6 | 9.0 | 10.5 | 4.2 | 5.4 | 12.3 |
| 503 | Lumber and other construction materials | 10.8 | 14.1 | 10.0 | 10.5 | 6.6 | (*) | (*) | (*) | (*) | 13.2 | (*) |
| 504 | Sporting, recreational, photographic, and hobby goods, toys and supplies | 9.8 | 9.7 | 7.8 | 7.9 | 4.1 | (*) | (*) | 11.5 | 8.5 | 7.8 | 12.2 |
| 505 | Metals and minerals, except petroleum[1] | 12.2 | 13.8 | 5.7 | 5.9 | 3.2 | 3.3 | 5.2 | 8.1 | 6.4 | 7.9 | 9.7 |
| 506 | Electrical goods | 13.6 | 13.7 | 4.0 | 5.2 | 3.3 | 5.9 | 6.1 | 8.0 | 7.1 | 3.4 | 6.3 |
| 507 | Hardware, and plumbing and heating equipment and supplies | 13.7 | 14.6 | 9.9 | 10.6 | 3.7 | 5.4 | 7.8 | 12.4 | 6.9 | 5.3 | 15.9 |
| 508 | Machinery, equipment, and supplies | 4.4 | 4.8 | 2.9 | 3.2 | 1.8 | 1.9 | 3.2 | 4.6 | 3.2 | 4.0 | 6.7 |
| 509 | Miscellaneous durable goods | (*) | (*) | 9.9 | 8.6 | 5.5 | 6.7 | 6.5 | (*) | 10.5 | 12.5 | (*) |
| **51** | **Nondurable goods** | **3.9** | **4.0** | **1.9** | **1.8** | **1.5** | **1.7** | **1.9** | **3.0** | **2.7** | **3.6** | **3.6** |
| 511 | Paper and paper products | 7.8 | 7.9 | 6.9 | 6.5 | 3.3 | 3.8 | 4.6 | 15.4 | 9.1 | 4.7 | 8.8 |
| 512 | Drugs, drug proprietaries and druggists' sundries | 7.3 | 7.1 | 4.0 | 3.8 | 4.2 | 3.9 | 4.1 | 10.2 | 3.6 | 8.8 | 10.7 |
| 513 | Apparel, piece goods, and notions | (*) | 10.0 | (*) | (*) | 4.6 | (*) | (*) | 15.2 | 6.2 | 6.4 | (*) |
| 514 | Groceries and related products | 7.3 | 4.0 | 3.9 | 4.1 | 2.8 | 3.0 | 3.7 | 6.3 | 4.5 | 8.8 | 5.0 |
| 515 | Farm-product raw materials | (*) | 7.4 | 3.8 | 3.5 | 2.4 | 3.6 | 4.1 | 4.6 | 3.1 | 4.9 | 5.5 |
| 516 | Chemicals and allied products | 8.7 | 7.2 | 5.7 | 6.6 | 6.6 | 6.9 | 10.6 | 14.6 | 7.0 | 9.9 | 11.5 |
| 517 | Petroleum and petroleum products | 12.9 | 15.6 | 4.3 | 3.4 | 8.4 | 9.0 | 9.1 | 10.7 | 10.2 | 11.2 | 15.5 |
| 518 | Beer, wine and distilled alcoholic beverages | 13.5 | 14.2 | 7.3 | 7.0 | 3.3 | 5.3 | 5.5 | 10.4 | 8.0 | 9.6 | 17.0 |
| 519 | Miscellaneous nondurable goods | 7.2 | 6.8 | 5.8 | 5.9 | 3.5 | 3.3 | 3.6 | 8.3 | 7.3 | 11.6 | 6.9 |

[1]In contrast to merchant wholesale data published in other reports from the 1982 Census of Wholesale Trade, these data include manufacturers' sales branches for SIC 5051 pt., Ferrous metal service centers.

# APPENDIX A.
# General Explanation

## SAMPLE DESIGN

The 1982 Capital Expenditures Survey sample consists of all sampling units with payroll tabulated in the production of monthly estimates of wholesale sales published in the Current Business Report Series BW, Monthly Wholesale Trade, for November and December 1982 and January 1983. The sampling procedure as it was carried out for the 1982 Annual Trade Survey (which includes units without payroll) is described below. Those units with payroll were then used as the sample for the 1982 Capital Expenditures Survey.

The annual sample consists of a fixed panel of large businesses, most of which were selected with certainty (i.e., probability of selection = 1.0), and three rotating panels of smaller businesses. In the monthly survey, only one rotating panel plus the fixed panel are canvassed in any given month. In the Annual Trade Survey, the fixed panel and all three rotating area panels are used, thereby reducing the sampling error of the annual estimates.

The sample originally was drawn from the Standard Statistical Establishment List (SSEL) as updated to December 31, 1979. The initial SSEL consisted of two lists. One list was composed of all Employer Identification (EI) numbers issued by the Internal Revenue Service (IRS) with reported payroll in at least one quarter of 1979. The second list consisted of all establishments of known multiestablishment companies as of December 31, 1979. These lists contained information on sales, payroll, employment, name and address, kind-of-business classification, etc.

Before the availability of the 1979 SSEL, a study of the universe of wholesale businesses was carried out using files from the 1977 Census of Wholesale Trade. This study determined the stratification of the sampling units based on 1977 sales, inventories, and major kind of business. It also determined the optimal allocation of the sample necessary to meet specified sampling variability for sales and inventory estimates for different kind-of-business groups. The primary stratum boundary decided in the study was the certainty cutoff to be used for each kind of business. The cutoff was particularly important since it also decided the type of sampling unit.

Sampling units consisted of both companies and EI numbers. To be eligible for the initial sampling, an EI had to be active, i.e., had payroll in 1979 and was on the latest available IRS mailing list for Federal Insurance Contributions Act (FICA) taxpayers. If a known company had total merchant wholesale sales or inventory (on a 1977 basis) above the corresponding cutoff for its major kind of business, the company was selected into the sample with certainty. The company, which could consist of many EI's, was then the sampling unit; therefore, any new establishments that the company might acquire, even if under new or different EI numbers, were in the sample with certainty. Single establishment companies, whether or not selected with certainty, were considered as EI sampling units.

All merchant wholesale companies that were not selected with certainty were treated on an EI basis; that is, the EI number was the sampling unit. The EI numbers were then stratified according to their major kind of business and their estimated sales (on a 1977 basis). Within each stratum, a simple random sample of EI numbers was selected. The sampling rates for these EI numbers varied between 1 in 3 and 1 in 600. Three such samples of EI numbers, called panels, were drawn. Since all three panels were canvassed in the Annual Trade Survey, the sampling rates varied between 1 in 1 and 1 in 200.

For all EI "births" after the initial selection, a two-phase selection procedure was used. EI "births," as used here, are new EI numbers recently assigned by the Social Security Administration (SSA) and currently on the IRS mailing list for FICA taxpayers. In the first phase, "births" were stratified by kind of business and size (expected employment or quarterly payroll). A relatively large sample was drawn and canvassed for a more reliable measure of size (sales in 2 recent months) and a more detailed kind-of-business code, if needed.

Using this more reliable information, the cases selected in the first phase are subjected to probability–proportional–to–size sampling with overall probabilities equivalent to those used in drawing the initial sample from the 1979 SSEL. Because of the lag in reporting "births" to the IRS and the SSA and the time needed to accomplish the two-phase birth-selection procedure carried out quarterly, "births" were actually added to the sample about 12 to 18 months after they began operation.

## METHOD OF ESTIMATION

All statistical estimates in the report were developed from summation of weighted information from the sampling units. The weights are the inverse of the probability of selection (or sampling rate) of sampling units in the survey. Each weighted estimate was multiplied by a ratio of sales reported in the 1982 Census of Wholesale Trade to sales reported in the Annual Trade Survey to ensure comparability of the estimate to census sales.

## LIMITATIONS OF THE DATA

Because the estimates were based on a sample, exact agreement with the results that would be obtained from a complete census of wholesale stores using the same enumeration procedure should not be expected.

However, because every merchant wholesale operation in the United States had a chance of being selected for the sample, and because the probability of selection for each store in the sample was known, it was possible to estimate the sampling variability of the estimates made from the sample.

The sampling error, or standard error of the estimate, is a measure of variability among the estimates from all possible samples of the same size and design and, thus, is a measure of the precision with which an estimate from a particular sample approximates the results of a complete enumeration. The coefficient of variation (expressed as a percent) is the standard error of the estimate times 100 percent divided by the value being estimated. Note that the measures of sampling variability, such as the standard error or coefficient of variation, are estimates derived from the sample and are also subject to sampling variability.

The coefficients of variation permit certain confidence statements about the sample estimates. The particular sample used in this survey was one of a large number of samples of the same size that could have been selected using the same design. In about 2 out of 3 of these samples, the estimate would differ from a complete enumeration by less than the corresponding percentage for that estimate shown in the sampling variability columns. In about 19 out of 20 samples, the estimates would differ from the results of a complete enumeration by less than twice the percentages shown. The coefficients of variation do not measure biases which might arise from differences of response or nonreporting.

## RESPONSE AND OTHER NONSAMPLING ERRORS

The measures of sampling variability partially measure the effect of nonsampling variability, but do not include biases which might arise from nonsampling errors such as the failure of respondents to submit correct figures on time for tabulation. Nonsampling errors can be attributed to many sources: Inability to obtain information about all cases in the sample; response errors; definition difficulties; differences in the interpretation of questions; mistakes in recording or coding the data obtained; and other errors of collection, response, coverage, and estimation for missing data. These nonsampling errors also occur in complete censuses. Information is not available on the extent of bias that may be due to reporting errors. To minimize nonsampling biases, all reports were reviewed for completeness and consistency. Various ratios were calculated from the data of each report (e.g., employer contributions for plans required by law to total annual payroll). All extreme and unusual ratios were verified or corrected where necessary. Some firms did not report prior to the closeout of this survey. Data were therefore imputed for these firms based on other available records for like firms in the same kind of business. Imputation amounted to about 23 percent for capital expenditures, 26 percent for depreciable assets, 26 percent for purchases, and 28 percent for operating expenses.

## COMPARABILITY OF THE 1977 AND 1982 SURVEYS

The 1977 and 1982 surveys were conducted under similar conditions and procedures except for the following:

The 1977 reports for retail trade and services present data representing both employer and nonemployer business establishments. Data presented in 1982 reports represent employers only. Thus, only the merchant wholesaler reports for 1982 and 1977 present directly comparable data. It should be noted, however, that in the 1977 Census of Retail Trade, nonemployers accounted for only 3.3 percent of total sales and in 1982 they contributed only 2.5 percent. In the 1977 Census of Service Industries, nonemployers contributed 8.6 percent of total receipts.

## COMPARISONS WITH OTHER DATA

Data on sales presented in this report reflect those presented in other reports from the 1982 Census of Wholesale Trade. All other statistics shown are estimates developed from the sample of merchant wholesalers participating in the 1982 Annual Trade Survey. These items are comparable, in whole or in part, to statistics developed from other sources; notably the 1982 Census of Wholesale Trade, the national income and product accounts (NIPA) tables published in the Survey of Current Business, and Statistics of Income published by the Internal Revenue Service. Estimates from these varying sources may differ for reasons of sampling variability and methodology. Broad descriptions of the differences in concept or methodology which should be observed when comparing other data series to those from this report follow.

**Statistics of Income From Internal Revenue Service (IRS)**—This quarterly (previously annual) publication of the Internal Revenue Service provides information on business receipts, cost of goods sold, selected expense items, and depreciable assets compiled from the Federal income tax returns. However, the data are not in sufficient detail to provide income–produced measures comparable with those published in this report. The cost of goods sold in Statistics of Income includes some costs of labor, materials, and supplies, in addition to purchases of merchandise during the year adjusted for changes between beginning and end-of-year inventories. Cost of goods sold in the capital expenditures survey excludes salaries and wages paid to the company's employees, cost of packaging materials, and office and other supplies.

The Statistics of Income data for wholesale trade include all types of wholesalers, whereas this report

covers only merchant wholesalers. Moreover, the company or subcompany level of reporting on income tax returns may not be the same as used for reporting in the capital expenditures survey. For example, manufacturing and other establishments operated by firms which are primarily merchant wholesalers may be included in the IRS data. Merchant wholesale establishments operated by firms primarily engaged in other industries are not represented in the IRS statistics for wholesale trade.

**National Income and Products Accounts From the Bureau of Economic Analysis (BEA)**—The NIPA tables published in the Survey of Current Business may differ in both definition and scope of business activity covered by comparison with Measures of Value Produced. A past Survey of Current Business article[1] provides a concise description of the concept and methodology used in the development of the NIPA tables.

The following general differences should be understood in the analysis of value produced measures in this report and comparable NIPA tables: Net income at factor cost, as shown in this report, represents the cost attributed to the factors of production (labor and property). It is comparable to estimates of national income without a capital consumption adjustment by industry, as published in NIPA table 17 in the Survey of Current Business. Other differences exist in that: The Survey of Current Business estimates represent the entire sector of wholesale trade rather than merchant wholesalers only; NIPA tables incorporated an inventory valuation adjustment; corporate profits are estimated directly in the NIPA tables rather than combined with the factor costs; and certain imputed amounts are allocated to the income of proprietors in the NIPA tables.

## EXPLANATION OF TERMS

**Sales**—This item includes: Merchandise sold for cash or credit; receipts from customers for freight, installation, maintenance, repair, alteration, storage, and other services; excise taxes which are levied on the manufacturers and included in the cost of goods purchased by wholesalers; subsidy payments received for the sale goods; gross value of sales made on commission basis; and sales of goods which are shipped on a wholesaler's orders directly to customers. Sales are net after deductions for discounts and refunds and allowances for merchandise returned by customers.

Sales excludes sales and excise taxes collected directly from customers and paid directly to a local, State or Federal tax agency. Also excluded are receipts from customers for carrying or other credit charges, and nonoperating income from such sources as investments and rental or sale of real estate. However, a portion of the data reported for capital expenditures, value of assets, depreciation and other operating expenses may pertain to real estate owned by the business and leased to others, even though corresponding data on sales exclude real estate lease receipts.

[1]Jaszi, George, and Carson, Carol S: The National Income and Products Account of the U.S.: An Overview. The Survey of Current Business, October 1979.

Preliminary estimates of all data items in this report other than sales were multiplied by a ratio of sales compiled in the 1982 Census of Wholesale Trade to sales compiled in the 1982 Annual Trade Survey. See Method of Estimation in appendix A for further explanation.

**Purchases**—Purchases represent the total cost, after deduction of returns, allowances, and discounts, of merchandise which was acquired in 1982 for resale, whether or not payment for the merchandise was made during the year. Purchases data include cash and credit purchases made at central offices and company warehouses, but exclude deliveries from central offices or warehouses, to the merchant wholesaler. Also included are: The cost of goods in transit where title has passed to the purchaser; amounts allowed for trade-ins; freight, delivery, and other transportation costs; and import duties (if paid separately).

Companies engaged in both manufacturing and wholesale operations were asked to report purchases at the cost value of intercompany transfers from their plants or warehouses to their wholesale locations. These companies were also requested to report the cost of outside purchases.

Purchases exclude: Expenditures for containers, wrapping, packaging, and other supplies or equipment intended for company use rather than for resale; the cost of raw materials or parts purchased for manufacture into a finished product; and goods included in the purchase price of a business. Also excluded are liquor and tobacco tax stamps, which would be included under operating expenses.

**Inventories**—Inventories represent stocks of merchandise owned by merchant wholesalers on December 31st and available for sale in the United States. A small amount of inventories are reported at market value while most are reported on a cost basis.

Goods held for consignment and items not for sale such as fixtures, equipment and supplies are not included. Inventories were reported as of the close of the calendar year, except for some businesses which used a fiscal year for accounting purposes and were adjusted to a calendar year basis.

### Measures of Value Produced

1. Cost of goods sold—This item was calculated for each firm in the survey by adding all purchases of merchandise (net of returns, allowances, and discounts but including charges for freight, insurance, etc.) during the year to the beginning-of-year inventory, then deducting the end-of-year inventory from the total. Firms were instructed to exclude the cost of packaging, processing, shipping, and selling of goods from the cost of purchases but to report these items under "operating expenses." Purchase of tax stamps and payments of excise taxes often included by tobacco and liquor wholesalers in their purchases were, for this survey, excluded from cost of goods sold and included under "operating expenses."

2. Gross margin—This item represents sales less cost of goods sold. Gross margin is equivalent to the cost of all materials (as distinguished from goods to be resold) and services provided in merchant wholesale establishments whether provided by the merchant wholesaling firm itself or purchased by it from others. To the extent that it includes cost of contract work done by others on materials of the merchant wholesale firms, gross margin includes an element of value added by manufacturing.

3. Value added—Value added is the gross margin (as defined above) less the cost of supplies, materials, fuel and other energy, and the cost of contract work on materials of the wholesaler.

4. Net income produced at market prices—This item represents value added less lease and rental payments; cost of communication, advertising, and repair services; commissions to other firms; and amounts set aside for bad debt losses and other losses not compensated by insurance.

5. Net income produced at factor cost—This item represents net income produced at market prices less depreciation, license fees, and taxes other than income taxes. It includes payroll, employer contributions to the Federal Insurance Contributions Act (FICA), and unemployment insurance.

**Operating expenses**—The types of operating expenses requested on the report form are:

1. Annual payroll—Payroll includes all salaries, wages, commissions, bonuses, and allowances for vacation, holiday, and sick leave paid to employees in 1982 before payroll deductions. For corporations, it includes amounts paid to officers and executives; for unincorporated businesses, it does not include payments to or withdrawals from profits by owners or partners. (This figure does not include employer contributions to plans required by law and other plans besides vacation, holiday, and sick leave.)

2. Employer costs for programs required by law—This item includes all programs required under Federal and State legislation such as Federal Insurance Contributions Act, unemployment tax, workers' compensation, and State disability payments.

3. Employer costs for other fringe benefits—This item includes programs not specifically required by Federal or State legislation, such as life and health insurance premiums for employees.

4. Depreciation charges—This item includes depreciation and amortization charges against depreciable assets owned during 1982. Amounts representing tax-exempt organizations, if not reported, were estimated even though depreciation accounts may not be maintained.

5. Taxes—Includes all taxes and license fees paid during 1982 (excluding income and payroll taxes). It includes tobacco and liquor tax stamps, fines, and property taxes. It excludes direct payments to government tax agencies for sales and other taxes collected directly from customers.

6. Lease and rental payments—These are payments for lease or rental of buildings, machinery, and equipment. Payments for machinery and equipment include use of production machinery, office equipment, computer systems, passenger cars, trucks, materials handling equipment, and all other types of machinery and equipment. Excluded are separately identified fees for lease or rental of land, such as ground rents. Due to inquiry wording, particularly for service industries, amounts paid for leasing of office space or "store fronts" may have been reported as "all other operating expenses" rather than as a type of building lease payment.

7. Cost of office supplies, stationery, and postage.

8. Cost of purchased electricity—Some businesses included this expense as part of building/office lease payments.

9. Cost of purchased fuels.

10. Cost of purchased communication services.

11. Cost of materials—This includes purchases of containers, wrapping, packing, and selling supplies used in packaging, processing, shipping, and selling of goods. Some businesses, due to record keeping, may have included some of these costs as part of merchandise purchases.

12. Cost of contract work done for wholesalers by other firms.

13. Commissions paid to other firms.

14. Cost of purchased repair services—This item includes the total amount paid for noncapitalized repairs to buildings, structures, machinery, and equipment such as motor vehicles and office space. It excludes cost of repairs to leased buildings and equipment covered by regular lease payments.

15. All other operating expenses—This includes inventory storage and shipping costs, insurance expense (nonemployee), uninsured casualty losses, and bad debt losses. It excludes interest on loans and sales and excise taxes.

**Capital expenditures**—Capital expenditures refer to all costs actually incurred in 1982 which were chargeable to the depreciable assets accounts of a firm. These costs are of the type for which depreciation or amortization accounts are ordinarily maintained.

All items obtained through a capital lease on or after January 1, 1982, are included. Excluded are capital expenditures made by a firm for property which it leased to others as part of a capital lease arrangement.

Included are expenditures for new and used structures (including those under construction at the end of 1982), fixtures and equipment, additions, major alterations and improvements to existing facilities, and capitalized repairs. Also included are expenditures made by a firm for structures which, on completion, were or are to be sold or leased back to that firm. (The value of trade-ins are not deducted.)

Excluded are expenditures for land; items chargeable as current operating expenses such as cost of maintenance, repairs, supplies, etc.; and expenditures for locations primarily engaged in activities other than merchant wholesale. Also excluded are capital expenditures made by owners of property rented or leased to others (except capital leases), but included are capital expenditures made to property leased from others. Expenditures for goodwill, patents, or copyrights are also excluded.

Cost of assets acquired during 1982 by tax-exempt organizations, if not reported, were estimated even though depreciation accounts may not be maintained.

**Gross value of depreciable assets**—This amount is the acquisition value (original cost) of all assets for which depreciation and amortization accounts are ordinarily maintained. Included are all improvements and new construction "in progress" but not completed at the end of 1982 and the gross value of machinery and equipment owned by merchant wholesale firms but leased or rented to other firms except under capital lease arrangements. Excluded are land and depletable assets (timber, mineral rights, etc.), nondepreciated assets (cash, inventories, etc.), and all intangible assets such as goodwill, patents, or copyrights.

Cost of assets acquired by tax-exempt organizations, if not reported, were estimated even though depreciation accounts may not be maintained.

**Other acquisitions**—This item includes all other depreciable assets acquired during 1982 (by merger or exchange of stock, etc.) not included in capital expenditures.

**Deductions from depreciable assets**—This amount represents the value of depreciable assets sold, retired, scrapped, or destroyed during 1982, and other adjustments (except depreciation).

**Legal form of organization**—The legal form of organization for firms in this survey was based on the response to the organizational status inquiry on other economic census or survey forms as well as administrative records of other Federal agencies.

**Auxiliary establishments**—In consideration of record-keeping practices and for consistency with the related sales data collected for 1982 in the annual business surveys, each company in this survey was asked to include those auxiliary locations whose primary functions were to manage, administer, service, or support the activities of the main establishments covered by the report. Data presented in other reports from the 1982 Census of Wholesale Trade exclude such auxiliaries. Capital expenditures and other data for auxiliaries alone are presented in a report issued as part of the 1982 Enterprise Statistics reports.

## KIND-OF-BUSINESS CLASSIFICATIONS

Wholesale trade, major groups 50 and 51 in the 1972 Standard Industrial Classification (SIC) Manual[1], includes establishments primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional business users; or to other wholesalers; or acting as agents or brokers in buying merchandise for or selling merchandise to such persons or companies.

The principal types of establishments included are:

1. Merchant wholesalers who take title to the goods they sell, such as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, drop shippers, retailer cooperative warehouses, terminal elevators, and cooperative buying associations.

2. Manufacturers' sales branches and sales offices (but not retail stores) maintained by manufacturing or mining enterprises apart from their plants or mines for the purpose of marketing their products.

3. Agents, brokers, and commission merchants who buy or sell products owned by others on a commission or agency basis.

The survey is limited to merchant wholesalers (described under category 1 above), which constitute the major portion of wholesale trade. All kinds of business in which merchant wholesalers operate are represented in this survey. Also included in this survey are Ferrous metals service centers (SIC 5051 pt.) which are sales branches with warehouse space greater than 5,000 square feet.

Establishments primarily engaged in the wholesale distribution of used products are classified on the basis of the product sold.

Establishments primarily engaged in selling merchandise to contractors are included in wholesale trade, with the exception of lumber yards and paint, glass, and wallpaper stores. These exceptions are classified in retail trade if they sell to the general public, even if a higher proportion of their sales is made to contractors.

Establishments covered by the census were assigned a kind-of-business classification according to the industry classifications defined in the 1972 SIC Manual.

Kind-of-business classifications are not interchangeable with commodity classifications, because most businesses sell several kinds of commodities. The kind-of-business code assigned generally reflects either the individual commodity or the commodity group which is the primary source of the establishment's receipts, or some mixture of commodities which characterizes the

[1]**Standard Industrial Classification Manual: 1972.** For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. Stock No. 041-001-00066-6. **1977 Supplement.** Stock No. 003-005-00176-0.

establishment's business. Thus, the classification of establishments by kind of business generally does not make it possible to determine either the number of establishments handling a particular commodity or the sales of that commodity. For example, the groceries and related products classification excludes establishments selling food if the sale of food is not the primary source of receipts; moreover, even though establishments are classified as groceries and related products, some of their receipts may be derived from the sale of nonfood products. Information on the extent to which commodities are handled by different kinds of business is available in the 1982 Census of Wholesale Trade report, Commodity Line Sales (WC82-I-3).

Descriptions of the 1982 Census of Wholesale Trade kind-of-business classifications follow. Although data for some detailed classifications may not be shown separately in the tables, they are included in data totals.

## Durable Goods (SIC Major Group 50)

This major group includes establishments primarily engaged in the wholesale distribution of durable goods.

### Motor vehicles and automotive parts and supplies (SIC 501)

**Automobiles and other motor vehicles (SIC 5012)**—Establishments primarily engaged in the wholesale distribution of new and used passenger automobiles, trucks, and other motor vehicles. Automobile distributors primarily engaged in selling at retail to individual consumers for personal use, and also selling a limited amount of new and used passenger automobiles and trucks at wholesale to dealers, are classified in SIC 5511.

**Automotive parts and supplies (SIC 5013)**—Establishments primarily engaged in the wholesale distribution of automotive parts, supplies, accessories, tools, and equipment.

**Tires and tubes (SIC 5014)**—Establishments primarily engaged in the wholesale distribution of rubber tires and tubes for passenger and commercial vehicles.

### Furniture and home furnishings (SIC 502)

**Furniture (SIC 5021)**—Establishments primarily engaged in the wholesale distribution of furniture, including bedsprings, mattresses, and other household furniture; office furniture; and furniture for public parks, buildings, etc.

**Home furnishings (SIC 5023)**—Establishments primarily engaged in the wholesale distribution of home furnishings and homewares, including antiques, china, glassware, and earthenware; lamps, curtains, and draperies; linens and towels; and carpets, linoleum, and all other types of hard and soft surface floor coverings. Establishments primarily engaged in the wholesale distribution of electrical household goods are classified in SIC 5064.

### Lumber and other construction materials (SIC 503)

**Lumber, plywood and millwork (SIC 5031)**—Establishments, with or without yards, primarily engaged in the wholesale distribution of rough, dressed, and finished lumber (but not timber); plywood; door and window frames (wood or metal); and other wood and metal millwork. Establishments selling lumber, plywood, and millwork to the general public and known as "retail" in the trade are classified in SIC 5211.

**Construction materials, n.e.c. (SIC 5039)**—Establishments primarily engaged in the wholesale distribution of such building materials as brick, building stone, cement, granite, gravel, lime, marble, plaster, building glass, roofing materials, sand, and tile. Establishments selling construction materials to the general public and known as retail in the trade are classified in SIC 5211. Establishments primarily selling ready-mix concrete are classified in manufacturing SIC 3273.

### Sporting, recreational, photographic, and hobby goods, toys and supplies (SIC 504)

**Sporting and recreational goods and supplies (SIC 5041)**—Establishments primarily engaged in the wholesale distribution of all types of sporting goods and accessories, billiard and pool supplies; firearms and ammunition; and marine pleasure craft, equipment, and supplies.

**Toys and hobby goods and supplies (SIC 5042)**—Establishments primarily engaged in the wholesale distribution of games, toys, and hobby goods and supplies.

**Photographic equipment and supplies (SIC 5043)**—Establishments primarily engaged in the wholesale distribution of photographic equipment and supplies. Establishments primarily engaged in the wholesale distribution of photocopy equipment are classified in SIC 5081.

### Metals and minerals, except petroleum (SIC 505)

**Metals service centers and offices (SIC 5051)**—Establishments primarily engaged in marketing ferrous and nonferrous metal semi-finished products. Establishments in this industry may operate with inventories (metals service centers) or without inventories (metals sales offices). Data shown in this report include manufacturers' sales branches for SIC 5051 pt., Ferrous metals service centers.

**Coal and other minerals and ores (SIC 5052)**—Establishments primarily engaged in the wholesale distribution of coal and coke; copper, iron, lead, and other metallic ores except precious; and crude nonmetallic minerals (including concentrates) except crude petroleum. Establishments primarily engaged in the wholesale distribution of nonmetallic minerals used in construction, such as sand and gravel, are classified in SIC 5039.

### Electrical goods (SIC 506)

This group includes establishments primarily engaged in the wholesale distribution of electrical generating, distributing, and wiring equipment. It also includes household appliances whether electrically, manually, or mechanically powered, such as washing machines powered by gasoline motors and sewing machines powered manually. This group does not include electrical commercial and industrial machines, i.e., those in which electricity does the work directly, such as by heating, turning a shaft, or ionizing a substance, or electrically powered commercial and industrial machines, which are classified in SIC 508.

**Electrical apparatus and equipment (SIC 5063)**—Establishments primarily engaged in the wholesale distribution of electrical power equipment for the generation, transmission, or utilization of electric energy; and electrical construction materials for outside power transmission lines and for electrical systems. Construction contractors primarily engaged in installing electrical systems and equipment from their own stock are classified in SIC 1731.

**Electrical appliances, television and radio sets (SIC 5064)**—Establishments primarily engaged in the wholesale distribution of radio and television sets and household electrical appliances.

**Electronic parts and equipment (SIC 5065)**—Establishments primarily engaged in the wholesale distribution of electronic parts and equipment, such as industrial and radio and television receiving and transmitting electronic tubes; electronic intercommunication equipment; radio parts and accessories; and electronic sound equipment. Establishments primarily engaged in the wholesale distribution of radio and television receiving sets and phonographs are classified in SIC 5064.

### Hardware, and plumbing and heating equipment and supplies (SIC 507)

**Hardware (SIC 5072)**—Establishments primarily engaged in the wholesale distribution of hardware, such as builders; shelf or light hardware; hand tools (except automotive and machinists' precision); hand saws and cutlery; brads, staples, and tacks; and bolts, nuts, rivets, and screws. Establishments primarily engaged in the wholesale distribution of nails, noninsulated wire, and screening are classified in SIC 5051.

**Plumbing and heating equipment and supplies (hydronics) (SIC 5074)**—Establishments primarily engaged in the wholesale distribution of hydronic plumbing and heating equipment and supplies. Construction contractors primarily engaged in installing plumbing and heating equipment from their own stock are classified in SIC 1711.

**Warm air heating and air conditioning equipment and supplies (SIC 5075)**—Establishments primarily engaged in the distribution of warm air heating and air conditioning equipment and supplies. Construction contractors primarily engaged in installing warm air heating and air conditioning equipment are classified in SIC 1711.

**Refrigeration equipment and supplies (SIC 5078)**—Establishments primarily engaged in the distribution of refrigeration equipment and supplies. Construction contractors primarily engaged in installing refrigeration equipment from their own stock are classified in SIC 1711.

### Machinery, equipment, and supplies (SIC 508)

**Commercial machines and equipment (SIC 5081)**—Establishments primarily engaged in wholesaling commercial machines and equipment, such as office, store, and business machines and equipment; commercial food service equipment; and fountain and store fixtures.

**Construction and mining machinery and equipment (SIC 5082)**—Establishments primarily engaged in marketing cranes, excavating machinery and equipment, power shovels, road construction and maintenance machinery, tractor-mounted equipment, and other specialized machinery and equipment used in the construction, mining, and logging industries. Establishments engaged in marketing oil machinery and equipment are classified in SIC 5084.

**Farm and garden machinery and equipment (SIC 5083)**—Establishments primarily engaged in marketing agricultural machinery and equipment for use in preparation and maintenance of the soil, planting and harvesting of crops, and other operations and processes pertaining to work on the farm or the lawn or garden; and dairy and other livestock equipment.

**Industrial machinery and equipment (SIC 5084)**—Establishments primarily engaged in marketing industrial machinery and equipment, such as metalworking tools, food industries machinery, oil well and oil refining machinery, industrial trucks and tractors (except over-the-road types), printing machinery, and machinery and equipment for other manufacturing industries.

**Industrial supplies (SIC 5085)**—Establishments primarily engaged in marketing industrial supplies, such as abrasives and abrasive materials, rope and cordage, and mechanical rubber goods; welding supplies; mechanical power transmission supplies, including bearings; industrial valves and fittings; metal containers; industrial leather; and reconditioned barrels and drums.

**Professional equipment and supplies (SIC 5086)**—Establishments primarily engaged in the wholesale distribution of mechanical devices and other equipment used by architects, dentists, engineers, physicians, surgeons, veterinarians, optometrists, osteopaths, and other professional groups.

**Service establishment equipment and supplies (SIC 5087)**—Establishments primarily engaged in the wholesale distribution of equipment and supplies for barber shops, beauty parlors, power laundries, drycleaning plants, upholsterers, undertakers, and related personal service establishments.

**Transportation equipment and supplies, except motor vehicles (SIC 5088)**—Establishments primarily engaged in the wholesale distribution of transportation equipment and supplies. Establishments primarily engaged in the wholesale distribution of motor vehicles and motor parts are classified in SIC 501.

### Miscellaneous durable goods (SIC 509)

**Scrap and waste materials (SIC 5093)**—Establishments primarily engaged in assembling, breaking up, sorting, and wholesale distribution of scrap and waste materials. This industry includes auto wreckers engaged in dismantling automobiles for scrap. However, those engaged in dismantling cars for the purpose of selling secondhand parts at retail are classified in SIC 5931.

**Jewelry, watches, diamonds and other precious stones (SIC 5094)**—Establishments primarily engaged in the wholesale distribution of jewelry, precious stones and metals, costume jewelry, watches, clocks, silverware, and jewelers' findings.

**Durable goods, n.e.c. (SIC 5099)**—Establishments primarily engaged in the wholesale distribution of durable goods, not elsewhere classified, such as musical instruments and forest products, except lumber.

## Nondurable Goods (SIC Major Group 51)

This major group includes establishments primarily engaged in the wholesale distribution of nondurable goods.

### Paper and paper products (SIC 511)

**Printing and writing paper (SIC 5111)**—Establishments primarily engaged in the wholesale distribution of writing paper, including envelope paper; fine paper; and ground wood, printing, and rotogravure paper.

**Stationery supplies (SIC 5112)**—Establishments primarily engaged in the wholesale distribution of stationery and office supplies, including envelopes, typewriter and mimeograph paper, file cards and folders, pens, social stationery, and greeting cards.

**Industrial and personal service paper (SIC 5113)**—Establishments primarily engaged in the wholesale distribution of wrapping and other coarse paper, paperboard, cellophane, and converted paper products, such as bags, boxes, dishes, napkins, and shipping supplies.

### Drugs, drug proprietaries and druggists' sundries (SIC 512)

**Drugs, drug proprietaries, and druggists' sundries (SIC 5122)**—Establishments primarily engaged in the wholesale distribution of drugs, drug proprietaries, druggists' sundries, and toiletries. Establishments primarily engaged in the wholesale distribution of surgical, dental, and hospital equipment are classified in SIC 5086.

### Apparel, piece goods, and notions (SIC 513)

**Piece goods (woven fabrics) (SIC 5133)**—Establishments primarily engaged in the wholesale distribution of piece goods or yard goods of natural or synthetic fibers. "Converters" who buy goods in the grey, have them finished on contract, and sell at wholesale are included here. This industry does not include establishments primarily engaged in the wholesale distribution of home furnishings, which are classified in SIC 5023.

**Notions and other dry goods (SIC 5134)**—Establishments primarily engaged in the wholesale distribution of notions (sewing and hair accessories, etc.), knit goods, and other dry goods, except piece goods.

**Men's and boys' clothing and furnishings (SIC 5136)**—Establishments primarily engaged in the wholesale distribution of men's and boys' apparel and furnishings, sportswear, hosiery, underwear, nightwear, and work clothing.

**Women's, children's and infants' clothing and accessories (SIC 5137)**—Establishments primarily engaged in the wholesale distribution of women's, children's, and infants' clothing and accessories, including hosiery, lingerie, millinery and millinery supplies, and furs.

**Footwear (SIC 5139)**—Establishments primarily engaged in the wholesale distribution of footwear made of leather, rubber, and other materials.

### Groceries and related products (SIC 514)

**Groceries, general line (SIC 5141)**—Establishments primarily engaged in the wholesale distribution of a general line of groceries. Establishments primarily engaged in roasting coffee, blending tea, or grinding and packaging spices are classified in SIC major group 20.

**Frozen foods (SIC 5142)**—Establishments primarily engaged in the wholesale distribution of packaged quick-frozen vegetables, juices, meats, fish, poultry, pastries, and other "deep freeze" products. Establishments primarily engaged in the wholesale distribution of frozen dairy products are classified in SIC 5143. Frozen poultry, fish, and meat which are not packaged are classified in SIC 5144, 5146, and 5147, respectively.

**Dairy products (SIC 5143)**—Establishments primarily engaged in the wholesale distribution of dairy products, such as butter, cheese, ice cream and ices, and fluid milk and cream. This industry does not include establishments primarily engaged in pasteurizing and bottling milk, which are classified in SIC 202.

**Poultry and poultry products (SIC 5144)**—Establishments primarily engaged in the wholesale distribution of poultry and poultry products, except canned and packaged frozen products. This industry does not include establishments, primarily engaged in the killing and dressing of poultry, which are classified in SIC 2016. Establishments primarily engaged in the wholesale distribution of packaged frozen poultry are classified in SIC 5142, and of canned poultry in SIC 5149.

**Confectionery (SIC 5145)**—Establishments primarily engaged in the wholesale distribution of confectionery, such as candy, chewing gum, fountain fruits, salted or roasted nuts, popcorn, and fountain syrups; and potato, corn, and similar chips.

**Fish and seafoods (SIC 5146)**—Establishments primarily engaged in the wholesale distribution (not packaging) of fresh, cured, and frozen fish and seafoods, except canned (SIC 5149) or packaged frozen (SIC 5142). The preparation, packaging, and freezing of fresh fish and other seafood, and the shucking and packing of fresh oysters in nonsealed containers, are classified in SIC 2092.

**Meats and meat products (SIC 5147)**—Establishments primarily engaged in the wholesale distribution of fresh, cured, and processed (but not canned) meats and lard. The wholesale distribution of frozen packaged meats is classified in SIC 5142 and canned meats in SIC 5149.

**Fresh fruits and vegetables (SIC 5148)**—Establishments primarily engaged in the wholesale distribution of fresh fruits and vegetables.

**Groceries and related products, n.e.c. (SIC 5149)**—Establishments primarily engaged in the wholesale distribution of groceries and related products, not elsewhere classified. Establishments primarily engaged in the wholesale distribution of soft drinks, and in bottling and distributing natural spring and mineral waters, are classified in this industry, but establishments primarily engaged in bottling soft drinks are classified in SIC major group 20. This industry does not include farm-product raw materials (SIC 515), or beer, wine, and distilled alcoholic beverages (SIC 518).

### Farm-product raw materials (SIC 515)

**Cotton (SIC 5152)**—Establishments primarily engaged in buying and/or marketing cotton and cotton linters.

**Grain (SIC 5153)**—Establishments primarily engaged in buying and/or marketing grain (such as corn, wheat, oats, barley, and unpolished rice); and dry beans, soybeans, and other inedible beans. Country grain elevators primarily engaged in buying or receiving grain from farmers are included, as are terminal elevators and other merchants marketing grain.

**Livestock (SIC 5154)**—Establishments primarily engaged in buying and/or marketing cattle, hogs, sheep, and goats. This industry also includes the operation of livestock auction markets.

**Farm-product raw materials, n.e.c. (SIC 5159)**—Establishments primarily engaged in buying and/or marketing farm products not elsewhere classified, such as horses and mules, leaf tobacco, hides, skins, furs, wool, mohair, raw silk, hops, and nuts, except roasted or salted (SIC 5145). Establishments primarily engaged in the wholesale distribution of milk are classified in SIC 5143 and live poultry in SIC 5144.

### Chemicals and allied products (SIC 516)

**Chemicals and allied products (SIC 5161)**—Establishments primarily engaged in the wholesale distribution of chemicals and allied products, not elsewhere classified, such as acids, industrial and heavy chemicals, dyestuffs, industrial salts, naval stores, plastics materials, rosin, and turpentine. Establishments primarily engaged in the wholesale distribution of ammunition are classified in SIC 5041; agricultural chemicals and pesticides in industry 5191; drugs in SIC 5122; and paints and varnishes in SIC 5198.

### Petroleum and petroleum products (SIC 517)

**Petroleum bulk stations and terminals (SIC 5171)**—Establishments primarily engaged in wholesaling petroleum products, including liquefied petroleum gas, from bulk liquid storage facilities.

**Petroleum and petroleum products, except bulk stations and terminals (SIC 5172)**—Establishments primarily engaged in wholesaling petroleum and petroleum products, except those with bulk liquid storage facilities. Included are packaged and bottled petroleum products distributors, truck jobbers, and others marketing petroleum and petroleum products at wholesale but without bulk liquid storage facilities.

### Beer, wine and distilled alcoholic beverages (SIC 518)

**Beer and ale (SIC 5181)**—Establishments primarily engaged in the wholesale distribution of beer, ale, porter, and other fermented malt beverages.

**Wines and distilled alcoholic beverages (SIC 5182)**—Establishments primarily engaged in the wholesale distribution of distilled spirits, including neutral spirits and ethyl alcohol used in blending wines and distilled liquors.

### Miscellaneous nondurable goods (SIC 519)

**Farm supplies (SIC 5191)**—Establishments primarily engaged in the wholesale distribution of animal feeds, fertilizers, agricultural chemicals, pesticides, seeds, and other farm supplies, except grains.

**Tobacco and tobacco products (SIC 5194)**—Establishments primarily engaged in the wholesale distribution of tobacco and tobacco products. Leaf tobacco wholesalers are classified in SIC 5159 and establishments primarily engaged in stemming and redrying tobacco in SIC 2141.

**Paints, varnishes, and supplies (SIC 5198)**—Establishments primarily engaged in the wholesale distribution of paints, varnishes, wallpaper, and supplies. Glass is frequently handled. Establishments selling to the general public and known as ''retail'' in the trade are classified in SIC 5231.

**Nondurable goods, n.e.c. (SIC 5199)**—Establishments primarily engaged in the wholesale distribution of nondurable goods, not elsewhere classified, such as books, periodicals, and newspapers; art goods; flowers and florists' supplies; industrial yarn; and textile bags and bagging.

# APPENDIX B.
# Report Form

U.S. DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
FORM
**CB-5150**

## 1982 CAPITAL EXPENDITURES SURVEY
**DISTRIBUTIVE TRADES**

OMB APPROVAL NO. 0607-0412 EXPIRES 12/84

**NOTICE** – Response to this inquiry is required by law (title 13, U.S. Code). By the same law, your report to the Census Bureau is confidential. It may be seen only by sworn Census employees and may be used only for statistical purposes. The law also provides that copies retained in your files are immune from legal process.

BUREAU OF THE CENSUS
1201 East Tenth Street
Jeffersonville, Indiana 47134

DUE DATE: WITHIN 20 DAYS AFTER RECEIPT

If you cannot file by the due date, a time extension request should be sent to the above address; please include your 11-digit Census File Number (CFN).

**Note** – *Please read the accompanying instructions before answering the questions.*

CENSUS USE ONLY

**In correspondence pertaining to this report, please refer to this Census File Number (CFN)**

CB-5150

*Please correct errors in name, address, and ZIP code. ENTER street and number if not shown.*

### Item 1 – NUMBER OF WHOLESALE ESTABLISHMENTS ON DECEMBER 31, 1982

Enter total number of merchant wholesale establishments covered by this report → Number 201

HOW TO REPORT DOLLAR FIGURES

Value figures may be reported in dollars or rounded to thousands.

Example: If a figure is $1,125,628, report either → • PREFERRED / Acceptable

| | Millions (000) | Thousands (000) | Dollars (000) |
|---|---|---|---|
| • PREFERRED | 1 | 125 | 628 |
| Acceptable | 1 | 126 | 000 |

### Item 2 – TOTAL PURCHASES OF MERCHANDISE IN 1982

Report total cost of merchandise purchased for resale (net of returns, allowances, and trade and cash discounts) for which you took title in 1982 whether or not payment was made during the year. If possible, exclude purchases of containers, wrappings, packaging, and selling supplies. Report these in item 5, line h. Also exclude purchases of liquor and tobacco tax stamps. Report these in item 5, line c. SEE INSTRUCTION SHEET for further explanation.

| | Key | Mil. | Thou. | Dol. |
|---|---|---|---|---|
| TOTAL COST OF MERCHANDISE PURCHASED FOR RESALE IN 1982 → | 203 | | | |

### Item 3 – CAPITAL EXPENDITURES (EXCLUDING LAND) IN 1982

Capital expenditures refer to the "value" of all depreciable assets acquired in 1982 (whether on contract or by your own personnel). The "value" of the assets is defined as the amount that was recorded in your company's books at the time of acquisition. Depreciable assets are of the type for which depreciation or amortization accounts (including special tools and leasehold improvements) are ordinarily maintained.

*Include*
- Expenditures for new and used structures, including those under construction at the end of 1982
- Expenditures for fixtures and equipment, additions, and major alterations and improvements to existing facilities
- Capitalized repairs
- Expenditures made by your company for structures which on completion were or are to be sold or leased back to your company
- All items underlying safe harbor leases for which you are the lessee
- All items obtained through a capital lease

*Exclude*
- All items underlying safe harbor leases for which you are the lessor
- Expenditures made by your company for property which you leased to others as part of a capital lease arrangement
- Expenditures for land, items chargeable to current operating expenses, and for locations primarily engaged in non-wholesale activities
- Expenditures made by owners of property rented or leased to your company, except capital leases
- Expenditures for goodwill, patents, or copyrights
- "Value" of depreciable assets acquired by mergers or acquisitions not treated as a "pooling of interest" (Include that value in item 4b(3).)

| | Key | Mil. | Thou. | Dol. |
|---|---|---|---|---|
| a. New business structures and related facilities (warehouses, offices, garages, etc.), building additions and alterations, and improvements to establishment sites (fences, storage facilities, etc.) | 211 | | | |
| b. New automobiles, trucks, trailers, special purpose vehicles, etc., for highway use | 212 | | | |
| c. New computers and peripheral data processing equipment | 213 | | | |
| d. All other new machinery and equipment (including forklifts, handtrucks, conveyors, office furniture, and equipment) | 214 | | | |
| e. Used structures, machinery, and equipment acquired from others | 215 | | | |
| f. TOTAL CAPITAL EXPENDITURES – Sum of lines a through e → | 210 | | | |

### Item 4 – CHANGES IN TOTAL VALUE OF DEPRECIABLE ASSETS (EXCLUDING LAND) IN 1982

Report the acquisition "value" of depreciable assets of this wholesale company for which depreciation or amortization accounts are ordinarily maintained. "Value" is defined as the amount that was recorded in your company's books at the time of acquisition. If mergers and acquisitions are not treated as a "pooling of interest," enter the value of the acquired assets on line b(3).

*Include*
- Depreciable assets (buildings, structures, machinery, equipment, etc.) and amortizable assets (special tools) for all domestic establishments and facilities
- Value of depreciable assets owned by this company, but rented or leased to others under an operating lease agreement
- Value of all capitalized drilling and completion costs
- Value of depreciable assets obtained through capital leases

*Exclude*
- Value of land and depletable assets (timber and mineral rights)
- Current assets (inventories, cash, accounts receivable, etc.) and intangible assets (goodwill, patents, copyrights, etc.)
- Value of depreciable assets in foreign countries and U.S. possessions
- Value of land and mineral rights, such as producing and nonproducing leases, bonus payments, royalties and overriding mineral interests, and fee land
- Value of depreciable assets owned by your company, but leased to others under a capital lease agreement

| a. Acquisition value of depreciable assets | End of 1982 Key | Mil. | Thou. | Dol. | End of 1981 Key | Mil. | Thou. | Dol. |
|---|---|---|---|---|---|---|---|---|
| (1) Buildings and structures | 221 | | | | 231 | | | |
| (2) Machinery and equipment | 222 | | | | 232 | | | |
| (3) TOTAL – Sum of lines (1) and (2). *Transcribe 1981 total to line b(1) below.* → | 220 | | | | 230 | | | |

| b. Changes in value of depreciable assets | Key | Mil. | Thou. | Dol. |
|---|---|---|---|---|
| (1) Value of depreciable assets, end of 1981 (should equal the 1981 total in line a(3)) | 241 | | | |
| (2) Total capital expenditures in 1982 (should equal line 3f) | 242 | | | |
| (3) Other acquisitions by your company in 1982 | 243 | | | |
| (4) Value of depreciable assets sold, retired, scrapped, destroyed, and other adjustments | 244 | | | |
| (5) Value of depreciable assets, end of 1982 Sum of lines b(1) through b(3) minus b(4) (should equal the 1982 total in line a(3)). | 240 | | | |

*PENALTY FOR FAILURE TO REPORT*

*CONTINUE ON PAGE 2* →

**Item 5 – PAYROLL AND OPERATING EXPENSES IN 1982**

| | | Key | Mil. | Thou. | Dol. |
|---|---|---|---|---|---|
| **Line a – PAYROLL**<br>Definitions for total annual payroll are the same as those used on the Employer's Quarterly Federal Tax Return, Form 941, and as described in Circular E, Employer's Tax Guide. | a. Payroll<br>Total ANNUAL payroll in 1982 before deductions | 247 | | | |
| **Line b(1) – LEGALLY REQUIRED PROGRAMS**<br>*Include* • Employer's Social Security • Workmen's compensation insurance • Unemployment tax • State disability insurance programs | b. Employer's cost for employee fringe benefit programs in 1982 (supplemental labor costs) for: | | | | |
| **Line b(2) – VOLUNTARY PROGRAMS**<br>*Include* • Union-negotiated benefits • Pension plans • Life insurance premiums • Stock purchase plans • Deferred profit sharing plans • Insurance premiums on hospital and medical plans • Welfare plans | (1) Legally required programs | 251 | | | |
| | (2) Voluntary programs | 252 | | | |
| | (3) Total – Sum of lines (1) and (2) → | 250 | | | |
| **Line c – TAXES AND LICENSE FEES**<br>*Include* • Fines, license fees, liquor and tobacco tax stamps • Gross receipts, turnover, and similar taxes • Real estate, real property, and special assessments<br>*Exclude* • Sales and other taxes collected directly from customers and paid directly to a local, state, or Federal tax agency. | c. Did this company make any payment in 1982 for taxes and license fees to government agencies (excluding income, payroll, sales, and excise taxes)?<br>255 1 ☐ YES – *Report amount* →<br>2 ☐ ND | 256 | | | |
| **Line d – DEPRECIATION CHARGES IN 1982**<br>*Include* • Depreciation and amortization charges against depreciable assets owned by your company • Depreciation charges against depreciable assets and improvements owned by your company within leaseholds or on assets obtained through capital lease arrangements<br>(See instructions for items 3 and 4 for further explanations.) | d. Depreciation charges in 1982 for –<br>(1) Buildings and structures | 261 | | | |
| | (2) Machinery and equipment | 262 | | | |
| | (3) Total – Sum of lines (1) and (2) → | 260 | | | |
| **Line e – LEASE AND RENTAL PAYMENTS IN 1982**<br>*Include* • Payments made to other companies for the lease or rental of (1) buildings and structures, (2) machinery and equipment<br>*Exclude* • Payments by your company to the parent company or any of its subsidiaries for use of depreciable assets owned by them (The value of such assets should be reported in items 3 and 4 as if actually owned by your company.) • Peyments for assets obtained through capital leasing arrangements (The value ot these assets should be included in items 3 and 4 and not reported as rental or leasing payments.) • Separately identified fees for lease of land on which buildings or structures are erected | e. Did this company make lease and rental payments, excluding land, in 1982?<br>273 1 ☐ YES 2 ☐ ND<br>(1) Buildings and structures | 271 | | | |
| | (2) Machinery and equipment | 272 | | | |
| | (3) Total – Sum of lines (1) and (2) → | 270 | | | |
| **Line f(1) – COST OF PURCHASED ELECTRICITY IN 1982**<br>*Include* • The total amount actually paid or payable for electric energy purchased during the year from other companies<br>*Exclude* • The value of electricity generated by this company • Purchased electricity which is included as part of normal rental payments | f. Did this company purchase in 1982:<br>(1) Electricity<br>281 1 ☐ YES – *Report amount* →<br>2 ☐ ND | 282 | | | |
| **Line f(2) – COST DF PURCHASED FUELS IN 1982**<br>*Include* • The total amount actually paid or payable during the year for all fuels consumed for heat, power, or the generation ot electricity<br>*Exclude* • Gasoline and fuels for highway vehicles • Purchased fuel which is included as part of normal rental payments | (2) Fuels<br>283 1 ☐ YES – *Report amount* →<br>2 ☐ ND | 284 | | | |
| **Line f(3) – COST OF PURCHASED COMMUNICATION SERVICES IN 1982**<br>*Include* • Telephone, telegraph, data transmission, telex, teletype, ticker tape, phototransmission, and all other related services<br>*Exclude* • Purchased communication services which are included as part of normal rental payments | (3) Communication services<br>285 1 ☐ YES – *Report amount* →<br>2 ☐ ND | 286 | | | |
| **Line f(4) – COST OF OTHER PURCHASED UTILITIES IN 1982**<br>*Include* • The total amount actually paid or payable during the year for water, sewer, refuse removal, etc. by this company<br>*Exclude* • Utility services which are included as part of normal rental payments | (4) Dther utilities not reported on lines (1), (2), and (3)<br>287 1 ☐ YES – *Report amount* →<br>2 ☐ ND | 288 | | | |
| | (5) Total – Sum of lines (1), (2), (3), and (4) → | 280 | | | |
| **Line g – COST OF PURCHASED OFFICE SUPPLIES, STATIDNERY, AND POSTAGE IN 1982**<br>*Exclude* • Purchases for resale | g. Did this company purchase office supplies, stationery, and postage in 1982?<br>264 1 ☐ YES – *Report amount* →<br>2 ☐ NO | 265 | | | |
| **Line h – COST OF PURCHASED MATERIALS USED IN PACKAGING, PRDCESSING, SHIPPING, AND SELLING OF GDDDS IN 1982**<br>*Exclude* • Purchases for resale | h. Did this company purchase materials used in packaging, processing, shipping, and selling of goods in 1982?<br>267 1 ☐ YES – *Report amount* →<br>2 ☐ ND | 268 | | | |
| **Line I – COST OF PURCHASED ADVERTISING IN 1982**<br>*Include* • Payments to other companies for printing, media coverage, and other services and materials used for advertising | I. Did this company purchase advertising in 1982?<br>276 1 ☐ YES – *Report amount* →<br>2 ☐ ND | 277 | | | |
| **Line j – COMMISSIONS TO OTHERS IN 1982**<br>*Include* • Commissions paid to other organizations for sales of merchandise on your account<br>*Exclude* • Commissions paid to your employees | j. Did your company pay commissions to others for sales of merchandise on your account in 1982?<br>295 1 ☐ YES – *Report amount* →<br>2 ☐ ND | 296 | | | |
| **Line k – COST OF CONTRACT WORK BY OTHERS IN 1982**<br>*Include* • Payments for outside work contrected to other organizations in readying your merchandise for sale, such as blending, printing, repacking, or other processing | k. Did your company make payments for contract work done by others on your materials in 1982?<br>297 1 ☐ YES – *Report amount* →<br>2 ☐ ND | 298 | | | |
| **Line l – COST DF PURCHASED REPAIR SERVICES IN 1982**<br>*Include* • All non-capitalized repairs to buildings, structures, machinery, and equipment such as vehicle repairs, painting, roof repairs, etc.<br>*Exclude* • Repairs performed on leased buildings or equipment and paid for by normal lease payments; improvements for which depreciation accounts are ordinarily maintained; and repairs performed by employees of your company, your perent company, end its subsidiaries. | l. Did this company purchase repair services in 1982?<br>293 1 ☐ YES 2 ☐ ND<br>(1) Buildings and structures | 291 | | | |
| | (2) Machinery and equipment | 292 | | | |
| | (3) Total – Sum ot lines (1) and (2) → | 290 | | | |
| **Line m – OTHER OPERATING EXPENSES NOT REPORTED ABOVE, SUCH AS –**<br>• Inventory storage and shipping • Insurance (except for the account of employees) • Losses by theft (not reflected in inventory accounts) • Loss or damage not covered by insurance • Payments to other companies for services not reported above • Bad debt losses | m. Operating expenses not reported in a through l above (excluding interest on loans and local sales and excise taxes) | 299 | | | |
| **Line n – TDTAL** | n. **TOTAL 1982 DPERATING EXPENSES, INCLUDING PAYRDLL – Sum of lines a, b(3), c, d(3), e(3), f(5), g, h, I, j, k, l(3), and m** → | 950 | | | |

**Item 6 – REMARKS** – *Please use this space for eny explenations thet may be essential in understanding your reported dete.*

**Item 7 – CERTIFICATION** – This report is substantially accurate end has been prepered in accordance with instructions.

| Name of person to contact regarding this report | Telephone: Area code | Number | Extension | Period covered by this report → FROM Mo. Day Year | TO: Mo. Day Year |
|---|---|---|---|---|---|
| | | | | Signature of authorized person | Dete |

FORM CB-8180

## REFERENCE MATERIALS • ORDER FORMS • PUBLICATION CORRECTIONS

*Please send me the items marked (X) below.*

☐ Corrections (if there are any) for this publication— **Wholesale Trade, Measures of Value Produced, Capital Expenditures, Depreciable Assets, and Operating Expenses, WC82-I-2**

If you purchase several different reports from the 1982 Economic Censuses, you should complete this form from each of the reports and return it to the address shown below to receive publication corrections. However, you should complete the following on **only** one of the forms.

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# PUBLICATION PROGRAM

## 1982 CENSUS OF WHOLESALE TRADE

Publications of the 1982 Census of Wholesale Trade, containing data on wholesale trade establishments with payroll in the United States, are described below. Publications order forms for the specific reports may be obtained from any Department of Commerce district office or from Data User Services Division, Customer Services (Publications), Bureau of the Census, Washington, D.C. 20233. The first results were issued in preliminary reports. Final detailed statistics are issued in separate paperbound reports, which subsequently are assembled and reissued in clothbound volumes.

### Final Reports

#### Geographic area series—52 reports (WC82-A-1 to -52)

A separate paperbound report is being published for each State, the District of Columbia, and the United States. Each report presents general statistics on number of establishments, sales, payroll, employment, operating expenses, and inventories, for all wholesale establishments. At the State level, data also are presented separately for the following types of wholesale operation: merchant wholesalers; manufacturers' sales branches and offices; and agents, brokers, and commission merchants. Less type-of-operation detail is shown below the State level. For States, SMSA's, counties, and places with 200 wholesale establishments or more, statistics are presented by kind of business. Greater kind-of-business detail is shown for larger areas. In addition, data are shown for all places with 2,500 inhabitants or more and all counties (with no kind-of-business detail). For each State, the District of Columbia, and the United States, 1982 data are provided on sales and employees per establishment, sales and payroll per employee, payroll as a percent of operating expenses, and operating expenses and end-of-year inventories as percentages of sales. Comparative statistics showing percent changes in sales and payroll between 1977 and 1982 also are shown.

#### Industry series—4 reports (WC82-I-1 to -4)

The first report (WC82-I-1) presents data based on size of establishment, size of company or firm (firm size is based on all establishments operated by a firm within the same kind of business or kind-of-business group for which data are presented), and legal form of organization. Establishment statistics are presented by sales size and by employment size; statistics for firms, by sales size (including concentration by largest firms), by employment size, and by number of establishments operated (single units and multiunits). Statistics are presented by kind of business on the number of establishments, sales, payroll, and employment for the United States.

A report (WC82-I-2) on measures of value produced, capital expenditures, depreciable assets, and operating expenses presents data for the United States by major kinds of business. Data also are provided on sales, purchases, and beginning and ending inventories. Measures of value produced include gross margin, value added, and net income produced at market prices and factor costs. Operating expenses include annual payroll, supplemental labor costs, purchased services, etc.

The commodity line sales report (WC82-I-3) presents data on major categories of commodities sold by wholesale kinds of business for the United States. Data for 15 selected SMSA's and 15 selected States will be issued on microfiche only. Tables present data for each kind of business, and show, for each commodity line, the number of establishments handling the line and their sales of the line; the percentage of total sales of the kind of business accounted for by each of the lines carried; and, for establishments actually handling a specific line, the percentage of their total sales represented by sales of that line. Summary statistics also are provided for the 129 broad commodity lines categories, including counts of establishments and the amount and percent of the line sold by various kinds of wholesale businesses.

A miscellaneous subjects report (WC82-I-4) contains data by kind of business on employment by principal activity, sales by class of customer, inventory valuation methods, commissions and gross selling value of business conducted for others by agents and brokers, and on petroleum bulk stations and terminals. Data are presented for the United States as a whole and, for petroleum bulk stations and terminals, for States and counties.

### Final Report Volumes

- Volume I. Wholesale Trade—Summary and Industry Statistics. Includes data previously issued in series WC82-I.
- Volume II. Wholesale Trade—Geographic Area Statistics. Includes data previously issued in series WC82-A.

### Microfiche

Every final report in the 1982 Census of Wholesale Trade will be available on microfiche.

### Public-Use Computer Tapes

Selected data—generally detailed information by industry and/or geographic area—also are available on public-use computer tapes. For the selected data, these tapes will provide the same information found in the final reports. Public-use computer tapes are available for users who wish to summarize, rearrange, or process large amounts of data. These tapes, with corresponding technical documentation, are sold by Data User Services Division, Customer Services (Tapes), Bureau of the Census, Washington, D. C. 20233.

## OTHER ECONOMIC CENSUS REPORTS

Data on retail trade, service industries, construction industries, manufactures, mineral industries, transportation, enterprise statistics, minority-owned business enterprises, and women-owned businesses also are available from the 1982 Economic Censuses. A separate series of reports covers the censuses of outlying areas—Puerto Rico, Virgin Islands of the United States, Guam, and the Northern Marianas. Separate announcements describing these reports are available free of charge from Data User Services Division, Customer Services (Publications), Bureau of the Census, Washington, D.C. 20233.

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